

# GRAIN DEALERS JOURNAL

Established 1878

44 Years Experience

Consignments

Futures

## B. C. Christopher & Co. Grain Commission

316-322 Board of Trade

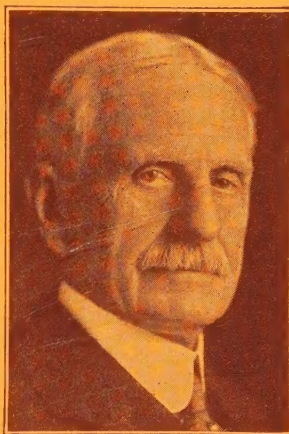
Kansas City, Missouri

*Futures and Listed Stocks*

Stanley Christopher  
J. K. Christopher

*Coarse Grains — Kaffir*

F. M. Corbin



B. C. Christopher, Sr

*Cash Grain and Consignments*

B. C. Christopher, Jr.  
W. M. (Tod) Sloan

*Mill Feed and Bran*

E. M. Hibbs

Experts in all Departments  
Good Salesmanship

Financially Responsible  
Attention to Detail

All orders large or small given careful attention

Branch Offices:

St. Joseph, Mo.  
Hutchinson, Kans.  
Dodge City, Kans.

Springfield, Mo.  
Great Bend, Kans.

Liberal, Kans.

Salina, Kans.

Sedalia, Mo.  
Topeka, Kans.  
Beloit, Kans.

Direct Wire Service to All Markets



# OKLAHOMA CITY Opens Its Doors

Every Spring when the Oklahoma Grain Dealers gather for their annual meeting, the members of the Oklahoma City Grain Exchange open their doors and cheerfully entertain the visitors.

This is an example of the good will and service your business will receive at this market. The door is open—not merely two days, but during the entire year. Any of the firms mentioned here will give your business prompt and personal attention.

## Members Oklahoma City Grain Exchange

**Jesse Vandenburg**

Milling Wheat a specialty, Export  
Representative Langenberg Bros.

**Stinnett Grain Co.**

Wheat, Corn, Kafir

**Marshall Grain Co.**

Grain Feed, Seed, Hay, Kafir and  
Milo a specialty

**White Grain Co.**

**J. H. Lang Grain Co.**

Milling Wheat, Rye, Red Oats

**W. L. Perkins Grain Co.**

Brokers

**W. B. Stowers Grain Co.**

Commission Merchant

**Oklahoma City Mill & Elevator Co.**

Millers, Grain Dealers, Exporters

**Scannell-Winters Grain Co.**

Milling Wheat, Kafir, Feed.

**Vandever Grain Co.**

Wholesale Grain

**George L. Moore**

Grain Merchant



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

### AMARILLO, TEXAS.

Early Grain & Elevtr. Co., wholesale grain.\*  
Stone & Co., Lester, wholesale grain.\*

### ATCHISON, KANS.

Moore-Lawless Grain Co., consgts., futures, pvt. wres.\*

### ATLANTA, GA.

Commercial Exchange Members.

Haym & Sims, successors to  
Gregg & Son, J., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Dennis & Co., grain merchants.  
England & Co., Inc., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BEAVER, OKLA.

Horne Grain Co., Texas wheat, barley, milo.

### BLOOMINGTON, ILL.

Hasenwinkle Grain Co., brokers of country grain.

### BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.\*  
Burns Bros. Grain Corp., grain commission.\*  
Churchill Grain & Seed Co., receivers, shippers.\*  
Davis, Inc., A. C., grain.\*  
Doorty-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevator Co., consignments.\*  
Harold, A. W., grain, barley a specialty.  
Lewis Grain Corp., receivers & shippers.\*  
McConnell Grain Corporation, commission merchants.\*  
McKilien, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Taylor & Bourne Co., grain merchants.\*  
Traders & Producers Supply Co., millfeeds a specialty.\*  
Townsend Ward Co., The, consignments.\*  
Watkins Grain Co., consignments.\*  
Whitney & Gibson, consignments.\*

### CAIRO, ILL.

Board of Trade Members.

Cairo Grain Commission Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*  
Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*  
Murrell Grain Co., Ray, recvrs. and shprs.\*

### CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*

### CHICAGO, ILL., (Continued).

Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., commission merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Hoit & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
Leland & Co., E. F., grain and seeds.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Paynter, H. M., grain and field seeds.  
Pope & Eckhardt Co., grain and seeds.\*  
Press & Co., W. G., grain, provisions, stocks, etc.  
Requa Bros., wheat a specialty.  
Runsey & Co., grain commission.\*  
Sawers Grain Co., consignments.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Udpike Grain Co., consignments.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.\*  
Gale Grain Co., The A. C., receivers & shippers.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Gates Elevator Co., The, receivers and shippers.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Strauss & Co., H. M., receivers, shippers hay & grain.\*

### COLBY, KANSAS.

Harris & Haynes, wholesale—brokers—grain.

### CLOVIS, N. MEX.

Western Elevtr. Co., The, recvrs.-shprs., hdqtrs kafir-milo.\*

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DALHART, TEXAS.

Kinard Grain Co., J. C., wholesale grain & hay.\*

### DECATUR, ALA.

Lyle-Taylor Grain Co., whlse. grain, hay, feeds.

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Crescent Flour Mills Co., The, merchant millers.\*  
Denver Elevator, wholesale grain, flour, millfeed.\*  
Farmers Elevator Co., The, H. F. Rover, Mgr.  
Gallagher Grain Co., grain merchants.\*  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dunsmore Co., wholesaler and commission.\*  
Moore-Lawless Grain Co., private wires to all markets.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elevtr. & Gr. Co., oats a specialty.  
Iowa Corn Products Co., receivers and shippers.\*  
Marshall Hall Grain Co., grain commission.\*  
Taylor & Patton Co., corn and oats.\*

### DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain and hay.\*  
Lapham & Co., J. S., receivers & shippers.\*  
Lichterberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission, consignments.  
Transit Grain & Com. Co., consignments, brokerage.\*

### GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HAMBURG, IOWA.

Sullivan & McBride S. & G. Co., red cob fodder corn.

### HASTINGS, NEBR.

Koehler-Twiddle Elevator Co., grain dealers.\*

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., dr.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*  
Rothschild Co., S., grain, c/s products, rice b/p.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Central Grain Co., The, buyers for mills.  
Farmers Co-op. Com. Co., commission merchants.  
Goffe & Carkener, private wire.\*  
Hayes Grain Co., John, grain merchants.  
Hutchinson Grain Co., grain merchants.\*  
McClure Grain Co., J. B., buyers and sellers.\*  
Midwest Grain Co., The, shippers.  
Producers Grain Co., The, milling wheat.\*  
Southwest Grain Co., receivers and shippers.  
Union Grain Co., grain merchants.\*  
Vanderslice-Lynds Co., grain commission merchants.

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Mercer, grain commission & consignments.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.  
Hayward-Rich Grain Co., grain commission.\*  
Hill Grain Co., The Lew, grain merchants.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### JACKSON, MICH.

Bartlett & Co., J. E., salvage grain buyers & sellers.  
Wagner-White Co., track buyers-sellers, grain-feed.

### JACKSON, MISS.

Royal Feed & Mfg. Co., mixed feed mfrs.

### KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., E. C., kafir, feterita, milo.\*  
Croysdale Grain Co., commission merchants.  
Davis Grain Co., A. C., grain commission.  
Denton Kuhn Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*  
Frisco Elevators Co., grain merchants.\*  
Goffe & Carkener, grain commission.\*  
Hall-Baker Grain Co., consignments.\*  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros. Grain Co., receivers and shippers.\*  
McCoy-Thomas Grain Co., consignments-futures.\*  
Miller Grain Co., S. H., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Roehen Grain Co., E. E., consignments.\*  
Root Grain Co., consignments and futures.\*  
Scolar Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.\*  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Smith-Weekes Bkg. Co., grain broker.\*  
Thresher Grain Co., R. J., grain commission.\*  
Wilser Grain Co., consignments.\*

### LAWRENCE, KANS.

Underwood & Sons, J., grain, feed, seeds.

### LIBERAL, KANS.

Vickers Grain & Seed Co., grain and field seeds.

### LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.

Caple & Stockton, hay, grain, feed.  
Farmer Co., E. L., brokers, hay, grain, mill feed.\*  
Gordy Co., C. L., grain brok., hay, grain, mill feed.\*  
(Continued on next page.)

\*Member Grain Dealers National Association.



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## LOUISVILLE, KY.

### Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Verhoeff & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

## LYNCHBURG, VA.

Moon-Taylor Co. grain and hay brokers.

## M'KINNEY, TEXAS.

Reinhart & Company, wheat, corn, oats, maize.\*

## MEMPHIS, TENN.

### Merchants Exchange Members.

Davis & Andrews Co., grain, mixed feed.\*

## MILWAUKEE, WIS.

### Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.\*  
Bell Co., W. M., commission merchants.\*  
Blanchard Grain Co., "Always Dependable."\*  
Bush Grain Co., grain merchants.  
Cargill Grain Co., grain and seeds.  
Donahue-Stratton Co., dhrs. grain and feed.\*  
Flanley Grain Co., consignments solicited.  
Franke Grain Co., feeds, grain, hay.  
Fraser-Smith Co., commission merchants.  
Froedtert Gr. & Malting Co., grain commission.  
Kamm Co., P. C., grain shippers.\*  
Lamson Bros. & Co., grain commission.  
Milwaukee Grain Commission Co., grain commission.\*  
Rang & Co., Henry, commission merchants.  
Runkel & Dammun, grain commission merchants.\*  
Taylor & Bourneque Co., grain merchants.\*  
Udike Grain Co., consignments solicited.\*

## MERIDIAN, MISS.

### Board of Trade Members.

Lyon & Co., A. J., whse. gro., grain, feed.  
Threefoot Bros. & Co., whse. grain, feed, flr., gro.\*

## MIDDLEPOINT, OHIO.

Pollock Grain Co., grain, hay, straw, ear corn.

## MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members.

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Hankinson & Co., H. L., grain commission.\*  
Malmquist & Co., C. A., receivers & shippers.\*  
Marfield Grain Co., grain commission.\*  
McCevill Dinsmore Co., consignments solicited.\*  
Sedil, Frank J., all grains and feeds.\*  
Sheffield Elevator Co., shippers of grain.\*  
Sterling Grain Co., receivers and shippers, all grains.\*  
Van Dusen-Harrington Co., grain merchants.\*

## MOULTRIE, GA.

Delay, A. J., flour and grist mill.

## NASHVILLE, TENN.

### Grain Exchange Members.

Allen Grain Co., receivers and shippers.\*  
Allfeed Milling Co., feed manufacturers.  
Kerr, S. S., receiver and shipper.\*  
Tennessee Grain Co., receivers and shippers.\*  
Tyner & Co., John A., receivers and shippers.\*

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.

## NEW ORLEANS, LA.

### Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.\*  
Fox Co., C. B., exporters.\*  
Nathan, Edw., succr. to Nathan & Fettes, fwdg. agt.\*

## NEW YORK CITY.

### Produce Exchange Members.

Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Therrien, A. F., broker.

## NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.

## OKLAHOMA CITY, OKLA.

### Grain Exchange Members.

Cherokee Grain Co., grain merchants.\*  
Lang Grain Co., J. H., prompt and efficient service.\*  
Marshall Grain Co., grain, feed, seeds.\*  
Moore, George L., grain merchant.  
Okla. City M. & E. Co., grain merchants, millers.\*  
Perkins Grain Co., W. L., brokers.\*

## OKLAHOMA CITY, OKLA., (Continued).

Scannell-Winters Grain Co., grain and feed.\*  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. B., commission merchants.\*  
Vandenburgh, Jesse, milling wheat.\*  
Vandever Grain Co., wholesale grain.  
White Grain Co.\*

## OMAHA, NEBR.

### Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.\*  
Crowell Elevator Co., receivers, shippers.\*  
Holmquist Elevator Co., receivers and shippers.\*  
Maney Grain Co., The, consignments.\*  
Roberts Grain Co., Geo. A., grain merchants.\*  
Stockham Grain Co., E., commission merchants.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., consignments.\*  
Udike Grain Co., consignments.\*

## OTTAWA, KANS.

Ross Milling Co., The, millers, hard wheat flour.

## PAMPA, TEXAS.

McMurtry Grain Co., L. C., wheat, kafir, milo.\*

## PEORIA, ILL.

### Board of Trade Members.

Bartlett Co., S. C., grain commission.  
Bowen Grain Co., H. D., receivers & shippers.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Harrison, Ward & Co., receivers & shippers.\*  
Lake Grain Co., grain commission.\*  
McFadden & Co., G. C., consignments.\*  
Miles, P. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

### Members Grain and Hay Exchange.

Allen & Co., H. S., grain and hay.\*  
Burson Grain Co., C. G., recvrs., shprs.-commission.\*  
Elwood & Co., R. D., hay and grain.\*  
Foster Co., C. A., grain merchants.\*  
Geldel & Leubin, grain and hay.\*  
Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
Heck & Co., W. F., grain, hay, millfeed.\*  
McCague, Ltd., R. S., grain, hay.\*  
Rogers & Co., Geo. E., grain and hay.\*  
Smith & Co., J. W., grain merchants.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Samuel, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay and feed.\*

## RICHMOND, VA.

### Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.\*

## SAGINAW, MICH.

Saginaw Milling Co., flour, feed, hay, grain.\*

## SALINA, KANS.

### Board of Trade Members.

Bossemeyer Grain Co., The Paul, grain merchants.\*  
Freeman-Faith Grain Co., receivers and shippers.  
Hayes Grain Co., Always in the market.  
Richter Grain Co., wheat, coarse grains & millfeed.\*  
Rickel, E. L., grain receiver and shipper.  
Service Flour Co., grain, feed, grain products.\*  
Weber Flour Mills Corp., millers, exporters, grain dhrs.\*

## SALT LAKE CITY, UTAH.

Utah-Idaho Bkg. Co., whse. grain, hay, flour, feed.\*

## ST. JOSEPH, MO.

### Grain Exchange Members.

Button-Simmons Grain Co., grain commission.\*  
Gordon Grain Co., grain commission.\*  
Marshall Hall Grain Co., consignments solicited.\*  
Washer Grain Co., W. S., consignments.\*  
Yancey Grain Co., commission merchants.\*

## SAN ANTONIO, TEXAS

King, Douglas W., wheat, corn-brok., Texas R. Oats.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Annan Burg G. & M. Co., flour, grain, millfeed.\*  
Dreyer Commission Co., feedingstuffs, grain, seeds.\*  
Graham & Martin Grain Co., grain commission.\*  
Marshall Hall Grain Co., grain commissions.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nelson Commission Co., grain commission.\*  
Plicker & Beardsley Com. Co., grain and grass seed.\*  
Turner Grain Co., grain commission.\*

## SIOUX CITY, IOWA.

### Board of Trade Members.

Button Co., L. C., grain commission.\*  
McCaull Dinsmore Co., commission.\*  
Terminal Grain Corp., receivers & shippers.\*  
Western Terminal Elevator Co., receivers and shippers.\*

## SIOUX FALLS, S. D.

Burke Grain Co., grain merchants.

## STERLING, COLO.

Moore, James A., grain dealer.

## SUPERIOR, NEBR.

Bossemeyer Bros. Terminal-Elevator.\*  
Elliott & Myers, grain merchants.\*  
Superior Terminal Elevtr. Co., grain, corn products.

## THOMASVILLE, GA.

Burch & Son, W. H., corn millers.

## TOLEDO, OHIO.

### Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Morehouse & Co., wholesale grain and seeds.  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*  
Young Grain Co., grain.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*  
Golden Belt Grain & Elevtr. Co., The, recvrs. & shprs.\*  
Topeka Grain Co., wheat, corn, oats, mill & ctn. feed.\*

## TULIA, TEXAS.

Cowan Grain Co., W. C., wheat, oats, maize, kafir.\*

## WASHINGTON, D. C.

Wilkins-Rogers Mfg. Co., Inc., receivers and shippers.\*

## WICHITA, KANS.

### Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.\*  
Beyer Grain Co., consignments and mill orders.\*  
Blood Grain Co., I. H., consignments, mill orders.\*  
Clark Grain Co., C. M., all kinds grain and feed.\*  
Craig Grain Co., J. W., consignments and mill orders.\*  
Hayes Grain Co., John, Okla.-Kan. wheat for mills.  
Hipple Grain Co., consignments.\*  
Kansas Flour Mills Co., receivers and shippers.  
Kramer Grain Co., receivers and shippers.\*  
Linton-Christy Grain Co., strictly brokerage & comm.\*  
Norris Grain Co., exporters.  
Raymond Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Gr. Co., exporters.  
Smith-McLinden Grain Co., milling and export wheat.  
Southern Grain Co., exporters.  
Stevens-Scott Grain Co., receivers and shippers.\*  
Strong Trading Co., wholesale grain and feed.\*  
Terminal Elevators, exporters.\*  
Wallingford Bros., receivers and shippers.\*  
Wichita Flour Mills Co., millers and grain merchants.  
Wichita Grain Co., receivers and shippers.\*  
Wichita Terminal Elev. Co., general elevator business.\*

## WICHITA FALLS, TEXAS.

Mytinger Grain Co., J. C., grain, feed, seeds.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.\*

## WINFIELD, KANS.

Daves & Daves, red mlg. wheat, mill feed.\*

## WOODWARD, OKLA.

Sharon Grain Co., wholesale grain.

\*Member Grain Dealers National Association.



# Do You Know

—that Milwaukee's grain receipts average about 80,000,000 bushels annually?

—that 21,000,000 tons of freight are moved into and out of Milwaukee annually?

—that Milwaukee elevators can store 20,000,000 bushels of grain?

—that the receipts of coal at Milwaukee are 5,000,000 tons annually?

—that Milwaukee is one of the largest clover seed markets in the United States?

—that Milwaukee is the second largest primary oats market in the United States?

—that ocean steamers sail from Milwaukee direct to the ports of Europe?

—that 50% of the grain received in Milwaukee is consumed or ground here by the mills?

These are just a few of the many pertinent facts that combine to make Milwaukee the logical market for your grain shipments.

*A line to any of the Chamber of Commerce Members shown here will be the means of your getting more information about this market*

**Urdike Grain Co.**

**Bush Grain Co.**

**Lamson Bros. & Co.**

**Froedtert Grain & Malting Co.**

**Blanchard Grain Co.**

**Flanley Grain Co.**

**E. P. Bacon Co.**

**Taylor & Bournique Co.**

**W. M. Bell Co.**

**Henry Rang & Co.**

**Runkel & Dadmum**

**Cargill Grain Co.**

**Donahue-Stratton Co.**

**Franke Grain Co.**

**Milwaukee Grain Commission Co.**

# MILWAUKEE



Board of Trade  
Members**KANSAS CITY**Board of Trade  
Members**SHANNON GRAIN COMPANY**  
**CONSIGNMENTS**

201-2 Board of Trade KANSAS CITY, MO.

Buyers—Sellers  
**WHEAT . CORN**  
**OATS . BARLEY**  
CONSIGNMENTS  
MILL ORDERS**Yes Sir:***Real  
Service*We Handle Consignments  
**S. H. Miller Grain Co.**  
Kansas City Missouri**HALL-BAKER GRAIN CO**  
Buyers and Sellers of Grain  
**CONSIGNMENTS**

Kansas City - - Missouri

—First in Enterprise!  
—First in Advertising!  
—First in Circulation!  
—First in News!  
The Grain Dealers Journal**FULLER GRAIN CO.**  
TBY  
Consignments  
Service

Kansas City, Mo. St. Joseph, Mo.

**FEDERAL GRAIN CO.**

Real Service on Consignments

Buyers and Sellers of  
Wheat, Corn, Oats, Barley,  
Kafir and MiloOperators 1,500,000 BU.  
MURRAY ELEVATORBOARD OF TRADE KANSAS CITY, MO.  
U. S. A.**Simonds-Shields-Lonsdale  
Grain Co.**QUALITY and SERVICE  
Kansas City, MissouriR. J. THRESHER EBENEZER S. THRESHER  
**R. J. THRESHER GRAIN CO.**  
Successors to THRESHER FULLER GRAIN CO.  
**GRAIN COMMISSION MERCHANTS**  
Consignments Solicited  
Grain Bought and Sold for Future Delivery  
311-314 Board of Trade, KANSAS CITY, MO.**MOORE-LAWLESS GRAIN COMPANY**Consignments—Futures  
KANSAS CITY, MO.Branch Offices: Atchison, Kansas—Denver, Colorado  
Members: Kansas City, Chicago, St. Louis, Atchison and Denver Exchanges**CONSIGN****Ernst-Davis Com. Co.**

Kansas City

**SPECIAL ATTENTION  
GIVEN TO FUTURES**MEMBERS  
Kansas City Board of Trade  
Chicago Board of Trade  
St. Louis Merchants Ex.When you see it in the  
**JOURNAL**  
help us by saying so**A. C. DAVIS GRAIN CO.**  
Grain Commission  
Mill Orders a Specialty  
Consignments and Future Orders Solicited  
KANSAS CITY U. S. A**WHEN YOU BUY—BUY RIGHT.**  
OUR ADVERTISERS OFFER THE BEST.Chamber of Commerce  
Members**BALTIMORE**Chamber of Commerce  
Members

Receivers, Shippers, Exporters

**H. C. JONES & CO.**  
BALTIMORE  
Grain and Hay  
Consignments or Direct Purchases**CONSIGNMENTS A SPECIALTY**  
**JOHN T. FAHEY & CO.**  
Commission Merchants  
Grain Receivers and Shippers  
In the Market every day  
Remember us on Rye BALTIMORE, MD.Established 1900  
**G. A. HAX & CO.**  
COMMISSION  
Grain and Hay  
BALTIMORE MARYLAND**Chas. England & Co. Inc., Grain-Hay-Seeds**  
Commission Merchants - 308-310 Chamber of Commerce, BALTIMORE**WANT ADS**

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

**Baltimore Grain Co.**  
Consignments  
Baltimore Maryland**GILL & FISHER**  
Grain Receivers and Shippers  
BALTIMORE



# How About Pittsburgh?

So many think of Pittsburgh as an industrial center, we want to emphasize its importance as a grain and hay center, too. Right now there is a great demand for grain and hay, with facilities for handling second to none. You not only get quick results here, but you can depend upon the maximum of satisfaction with every shipment.

## The Pittsburgh Market

is active all the time, with everybody constantly on tip-toe to serve your interests. This market is decidedly "on the map" when it comes to grain and hay, and these Exchange members represent the Pittsburgh spirit of hustle and enterprise. Bill your next car to any of them and compare results.

*Geidel & Leubin*  
*W. F. Heck & Co.*  
*Geo. E. Rogers & Co.*  
*Harper Grain Co.*  
*C. A. Foster Co.*  
*Hardman & Daker*

*R. S. McCague, Ltd.*  
*J. W. Smith & Co.*  
*Samuel Walton Co.*  
*Jesse C. Stewart Co.*  
*H. S. Allen & Co.*  
*C. G. Burson Grain Co.*

Grain Exchange  
Members

**OMAHA**

Grain Exchange  
Members



*Buyers and  
Sellers*  
**WHEAT, CORN  
OATS**  
 TWO Terminal  
Elevators  
 Million bushel  
capacity  
**CHOICE MILLING WHEAT**

**CONSIGNMENTS**

**GROWELL ELEVATOR COMPANY**  
 Receivers and Shippers  
**GRAIN**  
 Consignments Solicited  
**OMAHA**

The paper the Grain Dealer  
supports, because it supports  
the Grain Dealer—

**GRAIN DEALERS JOURNAL**

## Clark's Car Load Grain Tables

Eighth edition, revised and enlarged, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000 to 107,950 lbs.	to 32 lb. bushels
20,000 "	74,950 " " 34 " "
20,000 "	96,950 " " 48 " "
20,000 "	118,950 " " 56 " "
20,000 "	118,950 " " 60 " "

Pounds printed in red ink; bushels in black. Linen ledger paper reinforced with muslin, bound in flexible karatol, marginal index. Price \$2.50.

**GRAIN DEALERS JOURNAL**  
 319 So. La Salle Street CHICAGO, ILL

When writing advertisers mention the Grain Dealers Journal of Chicago which works to improve your trade conditions. By so doing you help it and your own business.



# WICHITA

has long been recognized as the leading market of the Great Southwest. Millers and Exporters when in need of the best quality wheat invariably turn to Wichita to supply their needs. Country Grain Shippers are offered an exceptional service on their grain shipments. Buyers and Sellers of grain should make a Wichita connection. Communicate with any of these firms:

**Terminal Elevators,**

(J. Rosenbaum Grain Co.)  
Exporters—Private wires to all markets

**The J. W. Craig Grain Co.,**

Milling Wheat

**Linton-Christy, Brokers,**

No trades for our own account

**Southern Grain Co.,**

Exporters and Merchandisers

**Wallingford Bros.,**

Export and Domestic Grain

**Raymond Grain Co.,**

Milling and Export Wheat

**The Kramer Grain Co.,**

Wholesale Grain and Feed

**Stevens-Scott Grain Co.,**

Receivers and Shippers

**The Baker-Evans Grain Co.,**

Milling and Export Wheat, Coarse Grains and Millfeed

**Simonds-Shields-Lonsdale Gr. Co.,**

Exporters—Good Milling Wheat

**Beyer Grain Co.,**

Consignments and Mill Orders

**I. H. Blood Grain Co.,**

Receivers and Shippers  
Special attention given to buying wheat for mills

**Wichita Terminal Elevator Co.,**

General Grain and Elevator Business

**Norris Grain Co.,**

Exporters

**Smith-McLinden Grain Co.,**

Milling and Export Wheat, Mill Feed and Coarse Grains

**Wichita Flour Mills,**

Millers and Grain Merchants

Grain Exchange  
Members

## ST. JOSEPH

Grain Exchange  
Members

# MARSHALL HALL GRAIN CO.

One of the best in the grain trade with experienced organization, best grain handling facilities and up-to-date methods.

OPERATOR MARSHALL HALL GRAIN ELEVATOR, MILLION BUSHEL CAPACITY

## ST. JOSEPH, MO.

The great and growing market in the corner of four GREAT GRAIN states

This combination means SUCCESS AND SATISFACTION to all OUR TRADE!

MARSHALL HALL GRAIN CO.

ST. JOSEPH, MO.

# GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS

T. P. GORDON (THE OLD RELIABLE) President ST. JOSEPH, MO.

## The W. S. Washer Grain Co.

ST. JOSEPH, MO.

Experienced Service  
Consignments Buying Orders

## Button-Simmons Grain Co.

# B-S

BETTER SERVICE  
St. Joseph, Mo.

## C. N. D. QUOTATIONS

We have enlarged upon our old form of recording C. N. D. quotations and now have a new book which, in addition to having spaces for Wheat, Corn and Oats, also has spaces for Rye and Barley.

Each sheet is headed "Board of Trade Quotations for Week Commencing Monday.....192...." Columns are provided for three Wheat options, three Corn, three Oats, three Rye and two Barley; have spaces for the market hourly and at close. Closing prices for previous week are listed at top.

Sixty sheets, printed on bond paper, 9½x11½", are well bound in book form, with flexible pressboard covers—a year's supply. Order Form 97-5. Price \$1.00.

GRAIN DEALERS JOURNAL

305 South LaSalle St. Chicago, Ill.

If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal



# SALINA KANSAS

Salina's location, geographically, is a potent reason why the city has become a prominent grain market and milling center. Located on the main line of the Missouri Pacific Railroad, it is reached by four other roads as well, the Rock Island, Union Pacific, Santa Fe and Salina Northern.

These excellent shipping facilities, together with the excellent quality of milling wheat produced in this section, should induce you to make desirable connections with any of the following firms, all

## SALINA BOARD OF TRADE MEMBERS

**Weber Flour Mills Corp.**

*Millers, Exporters, Grain Dealers.*

**Richter Grain Co.**

*Wheat, Coarse Grains and Millfed.*

**Freeman-Faith Grain Co.**

*Receivers and shippers.*

**Service Grain Co.**

*Grain, Feed and Grain Products.*

**E. L. Rickel—Grain**

*Receiver and Shipper.*

**John Hayes Grain Co.**

*Always in the market.*

**The Paul Bossemeyer Grain Co.**

*Merchandisers of Milling and Export Wheat.*

Board of Trade  
Members

## PEORIA

Board of Trade  
Members

**P. B. and C. C. Miles**

Established - 1875

Incorporated - 1910

**Peoria, Illinois**

Handling Grain on Commission Our Specialty

**MUELLER GRAIN COMPANY**

*Receivers and Shippers*

**GRAIN**

Consignments Solicited. Track Bids Made on Request  
Room 39 Chamber of Commerce, Peoria, Ill.

**Turner-Hudnut Company**

Receivers **GRAIN** Shippers

42-47 Board of Trade

## Universal Grain Code

Designed especially to reduce the telegraph tolls, to prevent expensive errors and to protect the business of grain dealers and millers. Its 150 pages contain 14,910 code words and no two spelled near enough alike to cause an error. Includes Supplement of code words for the new Federal wheat, corn and oats grades.

Code is 4 5/8 x 7 inches, printed on policy bond, bound in black flexible leather. Price \$3.00.

You can greatly reduce your telegraph tolls by using the Universal. Try it.

**Grain Dealers Journal**

309 So. La Salle St. Chicago, Ill.

**H. D. BOWEN GRAIN CO.**

*Receivers and Shippers*

**CONSIGNMENTS**

18 BOARD OF TRADE, PEORIA, ILL.

Peoria offers a strong outlet for  
**NEW CORN**

**W. W. DEWEY & SONS**

COMMISSION MERCHANTS

26 CHAMBER OF COMMERCE, PEORIA, ILL.

**G. C. McFADDEN & CO.**

*Merchandisers of Grain*

*Shippers of Corn and Oats*

Members Chicago Board of Trade PEORIA, ILL.

## Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

Commercial Exchange  
Members

## PHILADELPHIA

Commercial Exchange  
Members

**L. F. MILLER & SONS**

*Consignments Solicited*

*Receivers and Shippers of*

**GRAIN, FEED, SEEDS, HAY, ETC.**

Office 2931 N Broad St

PHILADELPHIA, PA

**E. E. Delp Grain Co.**

Elevator and Mills---Bourbon, Indiana

Eastern Office, Philadelphia, Pa.

**RICHARDSON BROS.**

**BROKERS  
WANT OFFERS**

**GRAIN FLOUR MILL FEED**

Delivered Philadelphia  
Either Export or Domestic  
The Bourse

**SOME GRAIN DEALERS** have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.



# DENVER

is in position to give you gratifying returns on your grain shipments. The extra effort shown by the Denver Grain Exchange Members is responsible for so many new customers becoming old customers. You owe it to your business to try Denver service.

You can learn more about this paramount service by getting into communication with any of the Grain Exchange Members listed here. They welcome all inquiries.

**The Ady & Crowe Mercantile Co.**  
Grain, Hay, Beans.

**Denver Elevator**  
Wholesale Grain, Flour and Mill Feed.  
We operate 30 elevators in Eastern Colorado.

**Houlton Grain Company**  
Wholesale Grain—Get in touch with us.

**O. M. Kellogg Grain Co.**  
Receivers and shippers of all kinds of Grain.

**McCaull-Dinsmore Co.**  
Grain—Wholesaler and Commission.

**The Farmers Elevator Co.**  
(F. C. Ayres Merc. Co., Owners)  
H. F. Rover, Mgr. 614 Cooper Bldg.

**T. D. Phelps Grain Co.**  
Wholesale Grain and Beans.

**The Summit Grain Co.**

Receivers and shippers of all kinds of grain.  
Wire or phone us.

**The Conley-Ross Grain Co.**

Wholesale Grain and Beans.

**The Crescent Flour Mills**

Merchant Millers and Wholesale Grain.

**Moore-Lawless Grain Co.**

Kansas City, Denver and Atchison.  
Private wires to all markets. Hedging orders solicited.

**Rocky Mountain Grain Co.**

Grain Merchants—Export and Domestic.

Chamber of Commerce  
Members

## MINNEAPOLIS

Chamber of Commerce  
Members

**MARFIELD GRAIN CO.**  
MINNEAPOLIS, MINN.  
Receivers and Shippers

**SHEFFIELD ELEVATOR COMPANY**  
MINNEAPOLIS  
GRAIN SHIPPERS  
Ask for Samples of Milling Wheat, Feed and  
Milling Barley  
WRITE FOR QUOTATIONS

**Cereal Grading Co.**  
GRAIN MERCHANTS

We buy, sell, store and ship  
all kinds of grain. Get our  
offers, or try us with your  
commitments.

LIBERAL ADVANCES

Operators of Elevator "R"

Chamber of Commerce  
MINNEAPOLIS

## CARGILL COMMISSION COMPANY

DULUTH MINNEAPOLIS MILWAUKEE

EFFICIENCY is our watchword; SATISFACTION your reward

### SHIP TO CARGILL

"You can't do better; You might do worse."

CORN -- OATS -- BARLEY -- RYE  
For Prompt Shipment in any Quantity  
**The VAN DUSEN-  
HARRINGTON CO.**  
MINNEAPOLIS DULUTH

J. L. McCaull, Pres. R. A. Dinsmore, Vice-Pres.  
S. J. McCaull, Sec. A. M. Dinsmore, Treas.  
**The McCaull-Dinsmore Co.**  
COMMISSION MERCHANTS  
915-16-19 Chamber of Commerce  
MINNEAPOLIS, MINN.  
Duluth Milwaukee Omaha

## CIPHER CODES

We carry the following cipher codes in stock  
and can make prompt delivery

Universal Grain Code, board cover... \$1.50  
Universal Grain Code, flexible leather... 3.00  
Robinson's Cipher Code, leather... 2.25  
A. B. C. Code, 5th Edition... 12.00  
Baltimore, Export Cable Code... 15.00  
Companion Cable Code... 5.00  
Miller's Code (1917)... 2.00  
Cross Telegraphic Cipher Code... 2.00

Your name in gilt letters on front cover,  
35 cents extra.

For any of the above, address

**GRAIN DEALERS JOURNAL**  
309 So. La Salle St. Chicago, Ill.

# DO IT NOW

Place your name and business before the  
progressive grain elevator men of the entire  
country by advertising in the Grain Dealers  
Journal. It reaches them twice each month.



# HUTCHINSON

is the best place to buy and to sell hard winter wheat—that premier of all bread-flour grains.

Consignments to the Hutchinson market produce gratifying returns for those shippers who are located in the territory Hutchinson serves; while millers' buying orders yield supplies that make the customer come back for "another sack of that good flour."

Use Hutchinson—whether you buy or sell. Any of these members of the Board of Trade will serve you:

*Southwest Grain Co.  
John Hayes Grain Co.  
Hutchinson Grain Co.  
J. B. McClure Grain Co.  
Farmers Co-operative Com. Co.*

*The Producers Grain Co.  
Goffe & Carkener  
Union Grain Co.  
The Midwest Grain Co.  
The Central Grain Co.*

Merchants Exchange  
Members

## ST. LOUIS

Merchants Exchange  
Members

**PICKER & BEARDSLEY COM. CO.**

"THE CONSIGNMENT HOUSE OF ST. LOUIS"

**GRAIN, HAY, GRASS SEEDS, KAFIR, MILO**  
125 MERCHANTS EXCHANGE BLDG. ST. LOUIS, MO.

**MARSHALL HALL  
GRAIN CO.**

**ST. LOUIS**

Receivers, Shippers  
and Exporters of

**Grain**

**Nanson Commission Co.** GRAIN, HAY and SEEDS

202 Merchants Exchange Bldg., ST. LOUIS, MO.

Established 1877

**Langenberg Bros. Grain Co.**

St. Louis New Orleans

**This space  
is yours**

If you are the first to apply for it.

WE ARE ALWAYS glad to get the Journal.—Ecla Grain Co., by R. T. Abersold, mgr., Ecla, Tex.

Board of Trade  
Members

## CAIRO

Board of Trade  
Members

# CORN

**Halliday Elevator Company**  
**GRAIN DEALERS**  
**CAIRO, ILL.**

# OATS



Board of Trade  
Members

CHICAGO

Board of Trade  
Members

Special Wire and Salesman Service

**LAMSON BROS. CO.****WHEAT, CORN  
OATS, RYE**

No. 6 Board of Trade, Chicago, Ill.

CONSIGNMENTS  
SOLICITEDWE PLACE  
GRAIN TO ARRIVEGood Execution Keeps Customers  
Keeping Customers is Our Business**W. G. PRESS & CO.**  
GRAIN, PROVISION, STOCKS  
327 So. La Salle St., CHICAGOWrite for Daily Market Report,  
Mailed Free.44 Years Active Members Chicago  
Board of Trade**GERSTENBERG & CO.**COMMISSION MERCHANTS  
GRAIN and SEEDS

Barley a Specialty

Personal attention given  
Sample Orders

309 S. La Salle St. CHICAGO

Traveling Representatives:

Ray Gerstenberg Jack De Courcy  
Branch Office:  
FT. DODGE, IOWA A. J. MOORE, Mgr.**E. F. Leland & Company**

Successors to

WARE &amp; LELAND

Grain Stocks Bonds

231 So. WELLS STREET  
Corner Quincy Street  
CHICAGO

CONSIGNMENTS SOLICITED

MEMBERS

New York Stock Exchange  
New York Cotton Exchange  
New York Produce Exchange  
Chicago Board of Trade  
Chicago Stock Exchange  
Minneapolis Chamber of Commerce  
Kansas City Board of Trade  
St. Louis Merchants Exchange  
Omaha Grain Exchange  
Winnipeg Grain Exchange  
Milwaukee Chamber of Commerce  
Pittsburgh Stock Exchange**JOHN E. BRENNAN & CO.** GRAIN and SEEDS  
COMMISSION MERCHANTS CHICAGOPhilip H. Schiffin Eugene Schiffin  
Pres. Vice Pres. & Treas.R. E. Andrews  
Secretary**Philip H. Schiffin & Co.**  
IncorporatedCOMMISSION MERCHANTS  
Grain, Seeds and Provisions515-518 Postal Telegraph Building  
CHICAGO, ILL.

Branch Offices:

Fred F. Munson R. T. O'Neill  
319-320 Lincoln Bldg. 210 Heggie Bldg.  
Champaign, Ill. Joliet, Ill.Traveling Representative  
G. N. McReynolds, Alton, Ill.**H. M. PAYNTER**

with Rogers Grain Co.

GRAIN COMMISSION  
Correspondence Solicited

441 Postal Telegraph Building, CHICAGO

**Shippers**In the Northwest read this page;  
your "ad" will be read too if you  
place it here.**BARTLETT FRAZIER CO.** GRAIN MERCHANTS  
Western Union Bldg.  
CHICAGO

SHIP US THAT NEXT CAR

**Harris, Winthrop & Co.**15 Wall Street, New York  
The Rookery, Chicago

GRAIN COMMISSION

Members of Principal Exchanges

**W. P. ANDERSON & CO.**

INC

**GRAIN**CONSIGNMENTS AND HEDGING  
ORDERS SOLICITED

327 S. La Salle St., CHICAGO

Read the Advertising pages.

They contain many stories of interest.  
The Grain Dealers Journal pre-  
sents only reputable concerns.**Clark's Double Indexed Car Register**

for car lot dealers

Is a record book designed to afford ready reference to the record of any car number. Facing pages 11x15 7/8" of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So that the required number can always be instantly found if properly entered.

Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.00. Weight 1 3/4 lbs.

FORM 42 contains 72 pages, bound in art canvas covers with spaces for registering 21,600 cars. Price, \$3.00. Weight 2 3/4 lbs.

Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.



Board of Trade  
Members

**CHICAGO**

Board of Trade  
Members

**THE UMPIKE GRAIN COMPANY**

*"The Reliable Consignment House"*

CHICAGO

OMAHA

KANSAS CITY

MILWAUKEE

SIOUX CITY

**CARHART CODE HARWOOD CO.**

**Grain Commission**

Board of Trade CHICAGO

**ARMOUR GRAIN COMPANY**  
GRAIN MERCHANTS

Manufacturers of

ARMOUR'S STOCK AND DAIRY FEEDS AND CEREAL PRODUCTS  
208 So. La Salle Street, Chicago, Ill.

**HITCH & CARDER**

COMMISSION MERCHANTS

Members Chicago Board of Trade  
Webster Bldg., 327 So. La Salle St., CHICAGO, ILL.  
Tel. Wabash 6584

**POPE & ECKHARDT CO.**

GRAIN and SEEDS

111 W. Jackson St. CHICAGO

**J. C. SHAFFER GRAIN CO.**

Grain Merchants

111 W. Jackson Boulevard  
Chicago, Ill.

WE WANT YOUR BUSINESS  
NOT LATER—BUT TODAY  
Especially Consignments  
GRAINS ALL WAYS

**McKENNA & DICKEY**  
60 Board of Trade, Chicago

FOR BEST RESULTS SHIP YOUR GRAIN AND SEEDS TO

**J. H. DOLE & COMPANY**

RECEIVERS AND COMMISSION MERCHANTS

327 South La Salle Street CHICAGO, ILL.

**J. Rosenbaum Grain Co.**

Grain Commission Merchants  
CHICAGO

**RUMSEY & COMPANY**

COMMISSION MERCHANTS

Board of Trade

Chicago, Illinois

**Have You  
Seed For Sale?**

**Do You Wish  
To Buy Seed?**

See our "Seeds For Sale—  
Wanted" Department  
This Number

For Best Results  
CONSIGN

**ReQua Brothers**

Board of Trade, CHICAGO

W. M. TIMBERLAKE, Mgr. Cash Grain

Chicago Grain & Salvage Co.  
DEALERS IN

**SALVAGE GRAIN**

GRAIN, FEEDS, Etc.  
WRITE OR WIRE

930 Postal Telegraph Bldg. CHICAGO

The paper the Grain Dealer  
supports, because it supports  
the Grain Dealer—

GRAIN DEALERS JOURNAL

**Henry H. Freeman & Co.**

COMMISSION MERCHANTS

**GRAIN HAY STRAW**

66 BOARD OF TRADE, CHICAGO

**THE CORN EXCHANGE NATIONAL BANK**

Of Chicago

Capital and Surplus Fifteen Million Dollars

**Officers**

ERNEST A. HAMILL, Chairman of the Board  
EDMUND D. HULBERT, President  
CHARLES L. HUTCHINSON, Vice-President  
J. EDWARD MAASS, Vice-President  
OWEN T. REEVES, Jr., Vice-President  
NORMAN J. FORD, Vice-President

JAMES G. WAKEFIELD, Vice-President  
EDWARD F. SCHORNECK, Cashier  
LEWIS E. GARY, Asst Cashier  
JAMES A. WALKER, Asst Cashier  
CHARLES NOVAK, Asst Cashier  
HUGH J. SINCLAIR, Asst Cashier

**Director**

WATSON F. BLAIR  
CHAUNCEY B. BORLAND  
EDWARD B. BUTLER  
BENJAMIN B. CARPENTER  
CLYDE M. CARR  
ERNEST A. HAMILL  
CHARLES H. HULBURD  
JOHN J. MITCHELL

CHARLES L. HUTCHINSON  
MARTIN A. RYERSON  
J. HARRY SELZ  
EDWARD A. SHEDD  
ROBERT J. THORNE  
CHARLES H. WACKER  
HENRY P. CROWELL  
EDMUND D. HULBERT

Foreign Exchange——Letters of Credit——Cable Transfers

**ACCOUNTS OF GRAIN MERCHANTS INVITED**



Produce Exchange  
Members

## TOLEDO

Produce Exchange  
MembersJOHN WICKENHISER & CO.  
Wholesale Grain Dealers  
TOLEDO, OHIO

We make track bids and quote delivered prices.  
Solicit Consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
Board of Trade

There is great satisfaction in trusting your  
CONSIGNMENTS OF GRAIN AND SEED  
to a firm you KNOW to be RELIABLE,

H. W. DEVORE & CO.  
1887 TOLEDO - OHIO 1921

## Clover Seed

International Game, played in Toledo, Ohio.  
Providence does dealing, When "Seedy" favor

## C. A. KING &amp; CO.

Like B. lly Sunday they deal in cash and futures.

## Grain Shippers

and in fact all grain men who are  
wide awake and on the alert to  
get onto all the ins and outs of the  
grain business, subscribe for and  
read the Grain Dealers Journal.

Corn Exchange  
Members

## BUFFALO

Corn Exchange  
Members

## BUFFALO GRAIN COMPANY

Receivers, Forwarders and Commission  
Consignments Solicited

Est. 1903

Barley a Specialty

A. W. HAROLD  
GRAIN BARLEY A Specialty

717 Chamber of Commerce

- BUFFALO, N. Y.

Ship Us Your

## Corn, Oats and Wheat

Regardless Of Its Condition

We operate the Superior Elevator  
equipped with all modern machinery  
for handling grain

## PRATT &amp; CO.

OPERATORS OF  
SUPERIOR ELEVATOR

910 Chamber of Commerce, Buffalo, N. Y.

Electric  
Consignment  
Service

A reliable service designed  
to meet the requirements of  
shippers to the Buffalo Mar-  
ket. We solicit your shipments.

ELECTRIC  
GRAIN ELEVATOR  
CO., BUFFALO

## You Know

You want to do business with  
the grain shippers. Tell them so.  
The Grain Dealers Journal  
reaches them.

Board of Trade  
Members

## DETROIT

Board of Trade  
Members

CONSIGN  
WHEAT - CORN - OATS  
-TO-  
DUMONT, ROBERTS & CO.  
626-8 Murphy Building, Detroit, Mich.  
"The top 'o the market to you"

## SWIFT GRAIN CO.

Murphy Building  
Detroit, Michigan

Consign or Ask Us for Bid

CONSIGN TO  
J. S. LAPHAM & CO.

FRED W. BLINN  
Mgr.

Murphy Bldg.  
DETROIT, MICH.

USE THE

## UNIVERSAL GRAIN CODE

The latest and best grain code on the market.  
Printed on bond paper, bound in flexible leather,  
146 pages, size 7x4 $\frac{5}{8}$ , 13,745 code words.

Price \$3.00

## GRAIN DEALERS JOURNAL

315 So. LaSalle St.

CHICAGO, ILL.

## Put Your Name

where every progressive  
grain dealer will see it  
and keep it there.

THAT IS IN THE

## Grain Dealers Journal

OF CHICAGO

DAVENPORT, IA.—We find the Grain  
Dealers Journal to be a very readable and  
interesting paper and trust that it will  
maintain its present high level.—Horace  
McCord, pres. Merchants Elevator Co.  
Berlin, Ill.



## RECEIVERS, SHIPPERS AND BROKERS

Solicit inquiries for Natural and Kiln  
Dried Corn, Country White Oats  
**E. A. GRUBBS GRAIN CO.**  
Greenville, Ohio

**TAYLOR & PATTON CO.**  
Terminal elevator capacity  
250,000 bushels. Buyers and  
shippers of Corn and Oats.  
DES MOINES - IOWA

**L. C. BUTTON CO.**  
510-511 Grain Exchange SIOUX CITY, IOWA  
**General Grain and  
Commission Business**  
USE US

**Des Moines Elevator & Grain Co.**  
Terminal Elevator Capacity 700,000 Bu.  
We specialize in Oats and High Grade  
Corn, Oats sacked for Southern Trade.  
HUBBELL BLDG. DES MOINES, IOWA

**Hayward-Rich Grain Co.**  
**GRAIN COMMISSION**  
511 Board of Trade Building  
INDIANAPOLIS, IND.

**Terminal Grain Corporation**  
RECEIVERS and SHIPPERS  
Consignments Solicited  
SIOUX CITY, IOWA

**Cedar Rapids Grain Co.**  
RECEIVERS and SHIPPERS  
CEDAR RAPIDS, IOWA

**KNIGHT & COMPANY**  
Grain Brokers and  
Commission Merchants  
CONSIGNMENTS SOLICITED  
New York Chicago Baltimore

**M. B. JONES & CO.**  
Buyers—Quote Us  
Produce Exchange, New York, N. Y.

**Mention  
This  
Journal** When you write to  
any of our Adver-  
tisers; you'll get a  
prompt reply.

**MATTHEW D. BENZAQUIN**  
**GRAIN AND FEED**  
Brokerage and Commission  
DOMESTIC and EXPORT  
505 Chamber of Commerce Boston, Mass.

**E. I. BAILEY**  
CLEVELAND, OHIO  
Receiver and Shipper of  
**Corn, Oats, Mill Feed**  
Ask for Prices

# Kewanee *All Steel* Truck Lift

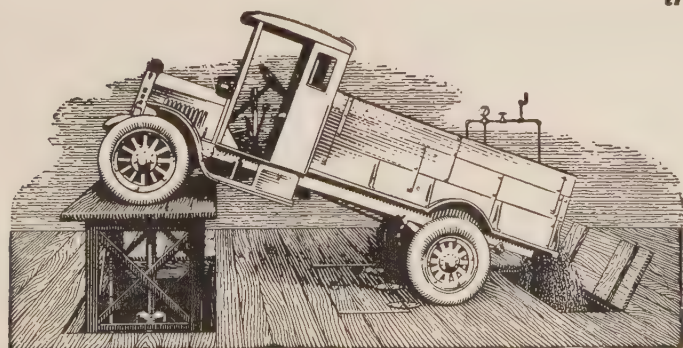
*Installed it really costs less than others*

You can buy a Kewanee *All Steel* Truck Lift for \$335. The average cost of installation (exclusive of dump scales) is 15%.

There are dumping devices selling as low as \$250. But it often costs as much as 40 per cent (and even 100 per cent) to assemble and install them.

So a Kewanee All Steel Truck Lift *usually costs you less money than any other reliable dumping equipment.* Yet it is acknowledged to be the best truck lift built.

*Before you buy ANY lift find out exactly what material you must buy and just what it will cost in labor to assemble and install it.*



With every Kewanee Lift we furnish a high grade *riveted* steel air receiver—the finest air receiver built. With most other lifts you get a cheaper welded tank. That is only one point of Kewanee superiority.

**Kewanee Implement Co.**

Kewanee, Illinois

*Southwestern Distributors:*

Fairbanks, Morse & Co., Kansas City, Mo.

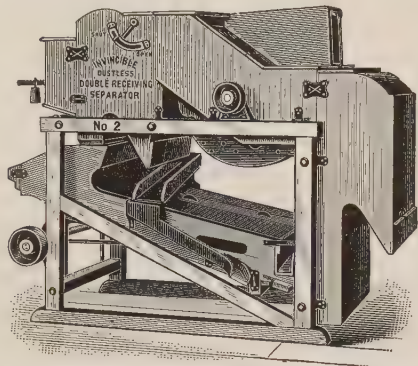
By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you help it to more efficient work in improving grain trade conditions.



## CONTENTMENT—Plus

That is an experience users of Invincible Separators enjoy.

It is human nature to hate to admit having made a mistake. Ask the operator of any number of makes of separators on the market. He will say his machine is all right—but—



An INVINCIBLE user never has to Qualify his answer with excuses for mechanical shortcomings. No, never.

Take special note of his praise of its efficiency.

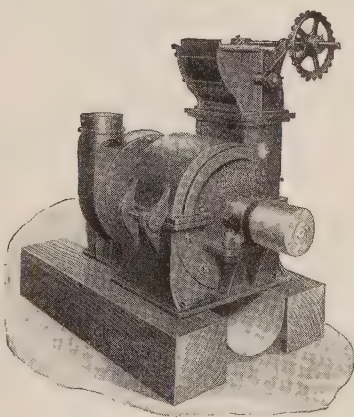
He is Contented—PLUS. Join him.

### THE INVINCIBLE GRAIN CLEANER CO.

SILVER CREEK, N. Y.

#### Representatives:

F. J. Murphy, 211 Postal Bldg., Kansas City, Mo.	C. Wilkinson, 6027 Chestnut St., Philadelphia, Pa.
H. C. Purvine, 111 East 5th St., Bristol, Tenn.	F. H. Morley, Webster Bldg., Chicago, Ill.
Bert Eesley, P. O. Box 363, Fremont, Ohio	Strong-Scott Mfg. Company, Minneapolis, Minn.
C. L. Hogle, 30 S. Arlington St., Indianapolis, Ind.	Berger & Carter, 17th & Mississippi Sts., San Francisco, Calif.
	Grain Cleaners Limited, 75 Mark Lane, London, Eng.



## Gruendler Feed Mixer and Grinder

### America's Famous Feed Grinder

For General Utility—use the Gruendler Grinder. It will crush, grind and mix your feeds just as you want them.

Gruendler Feed Grinders have been serving the field for 50 years. All parts are easily adjustable and accessible. Made of best steel throughout. All machines are guaranteed for 2 years against defects in material or workmanship. Unbreakable.

Gruendler Patent Crusher & Pulverizer Co.  
993 N. Main St. St. Louis, Mo.

## OTTO ENGINES

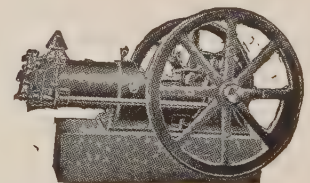
Have proved their superior qualities through years of reliable and economical service. Designed with a view to easy and inexpensive repair or replacement of parts. Cylinder, water jacket and head cast separate, easily and quickly replaced in case of damage by frost, which leaves the inner cylinder intact.

Economy kerosene carburetors for "Otto" engines manufactured and furnished from stock.

If you are interested in stationary engines—gas, gasoline, or kerosene—you need the Otto catalogue. Drop us a postal for your copy. Models up to 50 H. P. in stock.

### Otto Engine Manufacturing Co.

3219 Walnut Street, Philadelphia, Pa.  
15-17 S. Clinton St., Chicago, Ill.



## THE BUSY SEASON

of elevator building and repairing is here. Repairs are big items in maintenance of machinery. Shrewd purchasers estimate and calculate them closely.



ECONOMY OF SPACE and ECONOMY IN USE are important features.

### The HALL SIGNALING DISTRIBUTOR

is a simple, efficient, durable device which accomplishes ends none others reach as a thousand users will testify.

If you had two legs in your elevator, one of them a HALL SPECIAL with 7x5½ inch "Omaha" cups, the other an ordinary leg with 11x7 cups, the HALL SPECIAL would elevate the most grain, do it with less attention, and less cost.

It would cost less to build, and less to maintain. It would elevate steadily, uniformly, reliably. Write for our Catalogs.

**Hall Distributor Company, 222 Railway Exchange Bldg., Omaha, Nebr.**

## KIMBALL ELEVATORS & MANLIFTS

Passenger or Freight  
For Grain Elevators & Mills  
Electric or Hand Power

Complete Line

KIMBALL BROS. CO.

1129 Ninth Street  
COUNCIL BLUFFS, IOWA

Branches: 202 Scott Thompson Bldg., Oklahoma City,  
610 Delaware St., Kansas City, Mo.



The value of an "ad" is not measured by what it costs, but by what it pays the advertiser.





## Want Efficiency? —then Buy Strong-Scott Machinery

Profits in every elevator depend upon how *economically* grain is handled. It might be bought right and it might be sold right but if it is *handled* at an excessive cost, no real profit can be made from the transaction.

Modern grain-handling machinery, such as designed and manufactured by this house will help you handle grain at a *real profit*. Years of actual work under all conditions has proved the efficiency of our machinery.

There is going to be a lot of remodelling and new machinery installed this summer to promote elevator efficiency.

How about *your* elevator? Write us before doing anything definite.

**THE STRONG-SCOTT MANUFACTURING CO.**

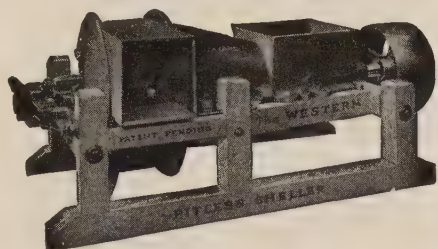
*"Everything for Every Mill and Elevator"*

Minneapolis, Minnesota

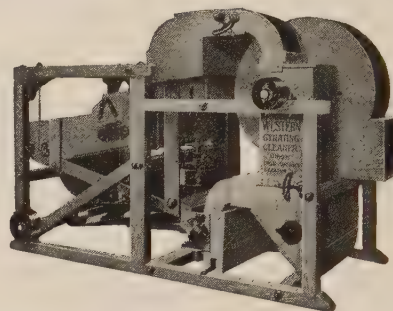
Great Falls, Montana



If You Want  
**GRAIN ELEVATOR MACHINERY**  
 Shellers and Cleaners



We  
 Have  
 The



**WESTERN LINE**

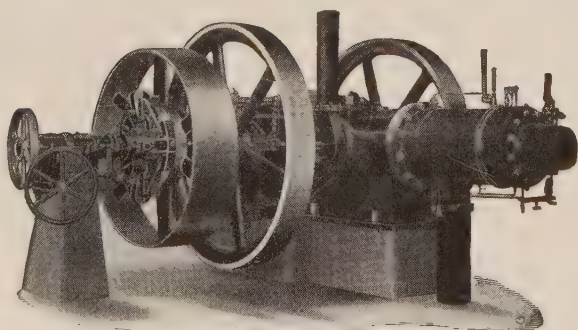
Let us figure on your requirements

Write for Catalog No. 27

**Union Iron Works - Decatur, Illinois**

Manufacturers Complete Line of Elevator Equipments

**MUNCIE**  
*Heavy Duty*  
**Oil Engine**

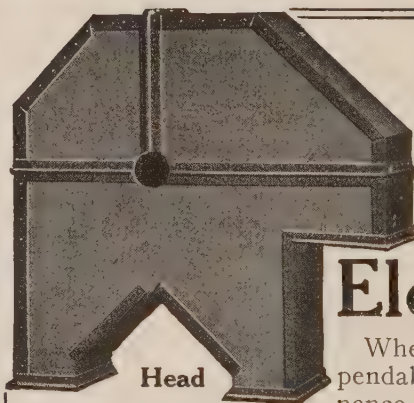


USE CRUDE OIL AND FUEL OIL

Reduce Your Fuel Bill 80 Percent  
 Sizes 10 to 250 H. P.

**MUNCIE OIL ENGINE CO.**  
 MUNCIE, IND., U.S.A.

Branches: Atlanta, Ga. Dallas, Tex. Export Dept.  
 36-40 W. 60th St., N. Y. City

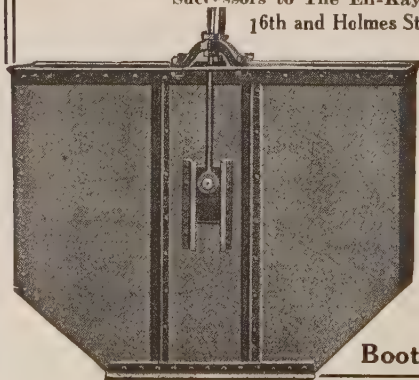


**"Standard"  
 Dust Tight  
 Steel  
 Elevators**

Where economy, dependability and permanence are demanded get our quotations on Dust Tight Steel Elevators. Built according to standard designs or your specifications.

**Standard Steel Works**

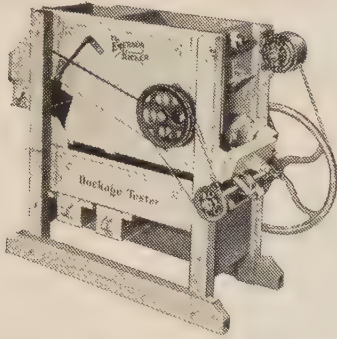
Successors to The Ell-Kay Mfg. Co.  
 16th and Holmes Sts., North Kansas City, Mo.



We manufacture Steel Elevator Casings, Heads, Lugging boots, Buckets, Spouts, Dust Collectors, and all Steel and Galvanized Elevator Equipment.

**Boot**





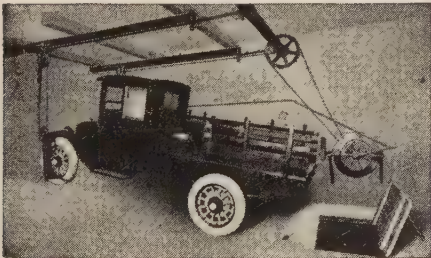
## The New Silent EMERSON Dockage Tester

Has a new roller feed device and a screening arrangement. It is noiseless and free from vibration. Either electric or hand driven. Adopted by the Federal Inspection Departments.

*We Will Take Your Old Tester in Trade*

**Emerson Mfg. Co.**  
2601 32nd Avenue So.  
MINNEAPOLIS, MINN.

## McMillin Wagon and Truck Dump



### SIMPLE--DURABLE PRACTICAL

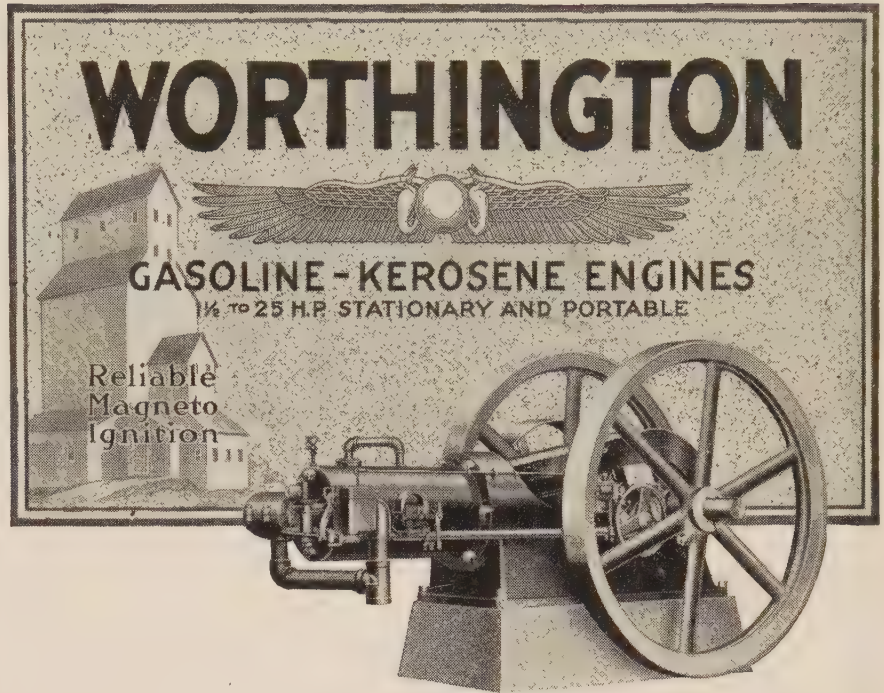
This is the only wagon and truck dump that will dump from any length wagon or truck into one single dump door, or any number of dump doors, regardless of their distance apart, with one unit, and is operated standing by any dump door which is being dumped into. Can be installed in any driveway.

Easy and convenient to operate by hand or power.  
All parts of the dump in plain view of the operator.  
Doubly strong for the heaviest loads.  
Will raise the wagons or trucks to any angle desired for dumping.  
No connection with driveway floor or scales.  
Completely under the operator's control at all times.

**L. J. McMILLIN**

525 BOARD OF TRADE BLDG.,  
INDIANAPOLIS, IND.

Designer & Builder of Grain Elevators



## RELIABLE POWER

**W**ORTHINGTON Engines are ideally designed and constructed for Grain Elevator service. They are easily and quickly started and whether it is desired to run only a few minutes, a few hours, or for days, they may be depended upon to operate efficiently, satisfactorily, and with only the minimum of attention.

**W**ORTHINGTON Engines larger than 1½ H. P. are of the Throttling Governor type, insuring close regulation and even speed. They operate equally well on Kerosene or Gasoline, so that full advantage may be taken of the operating conditions.

**W**HETHER you are building a new Elevator or re-equipping an old one, it will be to your advantage to get the WORTHINGTON proposition before arranging for your power requirements.

**T**HE WORTHINGTON Industrial is the type of engine with which the grain buyers are acquainted, but with all details brought right up to date. The submerged fuel feed pump is positive and certain—the Webster Oscillating Magneto equipment entirely reliable—all parts positively interchangeable.

### GET THE FACTS

**T**HE WORTHINGTON nameplate on any piece of machinery is a guarantee of quality. The product has been on the market for eighty years and is internationally known.

**W**ORTHINGTON Engines are manufactured from the smallest size up to 4,000 H. P. and are guaranteed by this \$36,000,000.00 Corporation. Write for detailed information, bulletin A-1 and Price List.

## WORTHINGTON PUMP AND MACHINERY CORPORATION

156 Holthoff Place, CUDAHY, WIS.

*Stocks carried in principal cities*

MINNEAPOLIS OFFICE—116 Washington Avenue, North



## WEBSTER Grain Elevator Machinery



The biggest users in the world of Elevating, Conveying and Transmission Machinery for grain handling have repeatedly installed Webster Machinery.

In smaller plants, where effective equipment is fully as important, Webster Machinery holds the same prominent place.

When planning new structures, repairs or extensions, call upon our experienced engineers, who are ready to make recommendations based upon your requirements

### The WEBSTER MFG. COMPANY

Chicago, Ill.

Tiffin, O.

Michigan City, Ind.

Sales Offices in Principal Cities

IN considering the purchase of a Cleaner you are sure to ask yourself Will It Pay?

You can be assured that it **will pay** if you buy a "Standard" which is equipped with our Patented Blast Regulator, Automatic Traveling Brushes and Force Feed Hopper all of which result in making them the efficient machines they are recognized to be by any number of satisfied users.

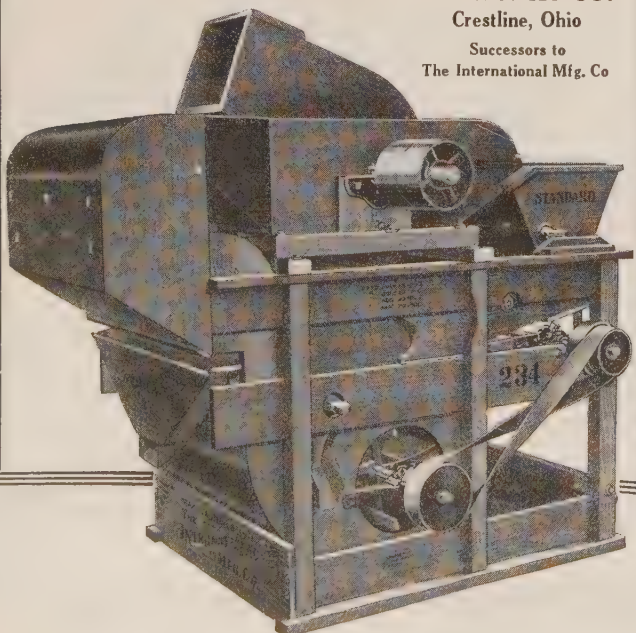
Our line comprises machines suitable for cleaning any kind of grain or seed.

*Write for our latest catalogue of twenty-four different styles with prices.*

**THE BURCH PLOW WORKS CO.**

Crestline, Ohio

Successors to  
The International Mfg. Co



## Sifting the Ashes

Who remembers the old sifting barrel with the sieve shaker? Remember how we sifted out the fine ashes, picked out the half-burned pieces of coal and threw the clinkers on the ash pile?

### *It's Time to Sift Now*

*This time we are talking about sifting out the Clinkers and Dead Ashes that choke out the profits—*

### Old Obsolete Machinery

that can't earn its salt

### Old Obsolete Methods

that strangle profits.

Just read the foregoing once more and then take five minutes and carefully think it over.

It will not cost you anything to consult the Bauer Bros. Co., No. 506 Bauer Bldg., Springfield, Ohio. They will tell you honestly whether it will pay you to throw out and put in new, whether to make repairs or not. They have nothing to sell you unless they are convinced it will pay you in dollars and cents.

**The Bauer**  
COSTS LESS PER HOUR



SAVE TIME AND MONEY! BUY YOUR

# Grain Elevator, Corn and Feed Mill, Conveying and Power Transmission Machinery

DIRECT FROM THE MANUFACTURER

Attrition Mills  
Buhr Feed Mills  
Corn Shellers  
Corn Cleaners  
Dust Collectors  
Ear Corn Crushers  
Employees' Elevators  
Exhaust Fans  
Feed Mixers  
Feed Packers  
Feed Screens  
Grain Dryers  
Grain Scourers  
Grain Separators  
Grain Sieves  
Man Lifts  
Meal Sifters  
Roller Feed Mills  
Wheat Magnets

Auto. Grain Scales  
Belting, all kinds  
Belt Supplies  
Belt Conveyors  
Car Pullers  
Conveyor Parts  
Distributing Spouts  
Elevator Supplies  
Grain Samplers  
Grain Testers  
Hopper Scales  
Loading Spouts  
Perforated Metals  
Power Shovels  
Steel Conveyors  
Steel Grain Scoops  
Turn Heads  
Truck Dumps  
Wheat Steamers

Bearings, all kinds  
Belt Idlers  
Belt Tighteners  
Cast Iron Pulleys  
Couplings, all kinds  
Drop Hangers  
Friction Clutches  
Gearing, all kinds  
Link-Belting  
Manila Rope  
Pillow Blocks  
Post Hangers  
Rope Sheaves  
Safety Set Collars  
Sprocket Wheels  
Steel Shafting  
Tension Carriages  
Wire Rope  
Wood Split Pulleys

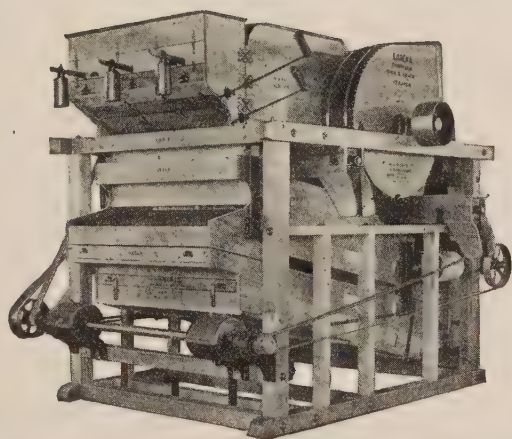
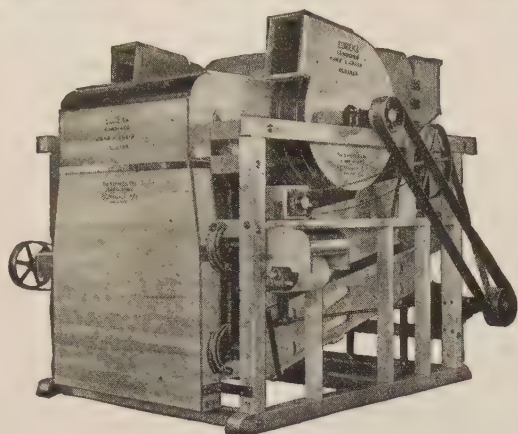
Let Us Quote on Your Requirements



**BARNARD & LEAS MFG. CO.**  
**MILL BUILDERS AND**  
**MILL FURNISHERS**  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.







## Another "EUREKA"

Thoroughbred

Is our combined machine for cleaning both  
**CORN and SMALL GRAINS**

In this "EUREKA," mechanical excellence and practical utility go hand in hand. Here our engineering staff has scored a worth-while triumph—the first Combined machine without a drawback. You need this up-to-date, accessible, light-powered profit producer.

Our profusely illustrated  
Bulletin No. 82 is yours for  
the asking — write for it.



**S. HOWES COMPANY, Inc.**  
**Silver Creek, N. Y.**

European Branch: S. Howes, 64 Mark Lane, London, Eng.



## Dust Collectors



alone do  
not prevent  
explosions  
in Eleva-  
tors, but

## DAY

Dust Col-  
lecting Sys-  
tems do  
when prop-  
erly in-  
stalled.

## The Day Company

1006 Lyndale Avenue N.

Minneapolis, Minn.

## WHAT DO YOU NEED?

to modernize your plant so it will minimize  
your labor and increase your profits? Is it here?

Account Books	Herringbone Reduction Gears
Attrition Mill	Lightning Rods
Bag Closing Machine	Manlift
Bags and Burlap	Moisture Testers
Bearings { Ball	Mustard Seed Separator
{ Plain	Oat Bleachers and Purifiers
{ Roller	Oat Clipper
Beltting	Painting or Repairing
Boots	Pneumatic Conveying Equipm't
Buckets	Portable Elevator
Car Liners	Power { Kerosene Engine
Car Loader	{ Gas Engine
Car Mover	{ Motors
Car Puller	Power Shovel
Car Seals	Railroad Claim Books
Cleaner	Renewable Fuse
Clover Huller	Rolls for Cracking Corn
Coal Conveyor	Sample Envelopes
Conveying Machinery	Scales
Distributor	Scale Tickets
Dockage Tester	Scarifying Machine
Dump { Auto Truck	Self Contained Flour Mill
{ Wagon	Separator
Dust Collector	Sheller
Dust Protector	Sieves
Elevator Brooms	Sliding-Roofing { Asbestos
Elevator Leg	{ Steel
Elevator Paint	Silent Chain Drive
Feed Mill	Spouting
Fire Barrels	Storage Tanks
Fire Extinguishers	Testing Apparatus
Grain Driers	Transmission Machinery
Grain Tables	Transmission Rope

or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

## INFORMATION BURO

Grain Dealers Journal, 309 So. La Salle St., Chicago



## The Genuine FAIRBANKS SCALE

Here's an aid to thrifty buying and selling. It's the accurate Fairbanks Scale that you've always wanted. The quality scale at a quantity price. Has steel to steel bearings — arrow-tip beam — large platform — wide wheels.

500 lb. Size  
**\$16<sup>15</sup>**  
1000 lb. Size  
**\$18<sup>90</sup>**  
both F. J. B. Factory

**Fairbanks Scales**  
CHICAGO NEW YORK  
900 So. Wabash Ave. Broome & LaFayette Sts.  
and forty other principal cities in the U. S.



When you see  
the world  
trade-mark  
you know  
it's the gen-  
uine.



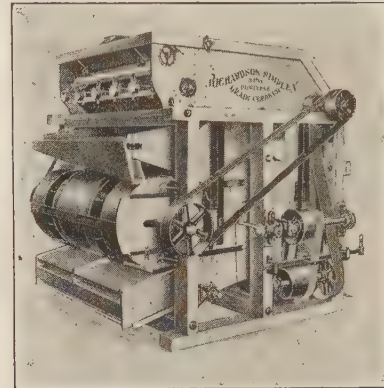
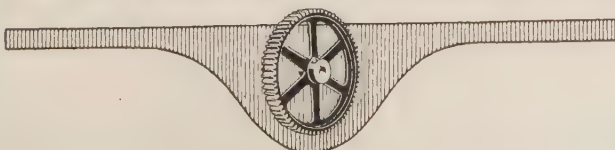
## GEARS

**S**MOOTH running; correct in design, accurate and true to pitch, Caldwell gears are bound to please you. We make all types—machine-molded, cut tooth, mortise gears, worm gears, etc. Learn more about Caldwell-Link-Belt Service.

Let us figure with you next time you are in the market.

H. W. CALDWELL & SON CO. LINK-BELT COMPANY, OWNER  
Dallas, Texas, 709 Main Street  
Chicago, 17th Street and Western Ave.—New York, Woolworth Bldg.

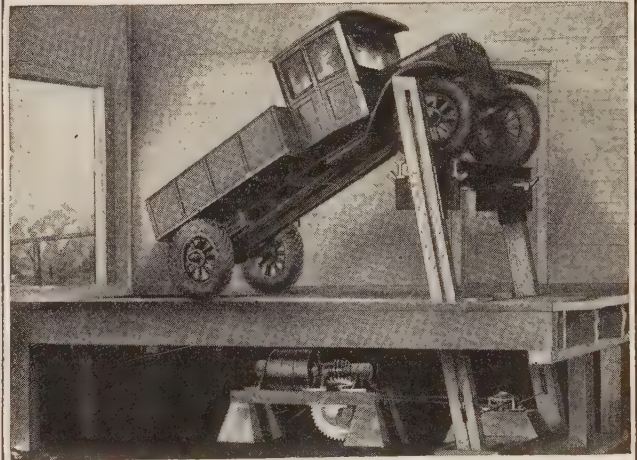
**CALDWELL**



## This 1922 Model Simplex Cleaner and Separator Is the Latest Marvel in a Grain Cleaner

### GUARANTEE

Most substantially constructed.  
Most adaptable—most efficient.  
Largest capacity—is Dustless.  
Embodies many exclusive and decidedly efficient features not found on any other cleaner. See the Simplex in operation reducing 12 to 15% dockage for oats and seeds down to less than 2% at 800 to 1000 bushels per hour and you would have no other.



## Richardson Auto Truck and Wagon Dump

Easily and cheaply installed.  
Simple and substantially constructed.  
No delicate or complicated working parts.  
No locking or chaining of front or rear wheels.  
Operated and controlled by single lever or switch.  
No compressed air system to give trouble.  
No pits to dig or expensive foundations to build.  
Absolutely dependable and self-locking at any point at which the hoisting cradle may be raised.  
Requires very little power.  
Gears run in oil.  
WILL FIT YOUR PRESENT SCALE.

SATISFACTION GUARANTEED  
OR YOUR MONEY REFUNDED

**Richardson Grain Separator Co.**  
MINNEAPOLIS WINNIPEG



## FABRICATED STEEL PRODUCTS

We specialize on FABRICATED STEEL PRODUCTS and are equipped to furnish steel plate products such as tanks, hoppers, stacks, conveyors, chutes, pipe, elevator legs, coal mine equipment, cement and concrete sheet steel forms promptly. Let us estimate on your requirements.

### Corrugated Sheets Erected

We are specialists in furnishing and erecting ROOFING & SIDING of galvanized, painted or zinc sheets, corrugated or formed. Our mechanics are experts—they know how. Let us figure on your erection, no matter where located.

*Our complete stock of galvanized, black, blue annealed sheet steel and zinc enable us to give immediate attention to all orders and inquiries received.*

### The Sykes Company

930 West 19th Place

Chicago, Ill.

## BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

**MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

**KENNEDY SYSTEM** of car liners prevent leakage in transit and we make car liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

**THE KENNEDY CAR LINER & BAG CO.**  
SHELBYVILLE, IND.

Canadian Factory at Woodstock, Ontario.

## Radio Telephone Market Quotations

together with concerts and lectures are being broadcasted from nearly every large city.

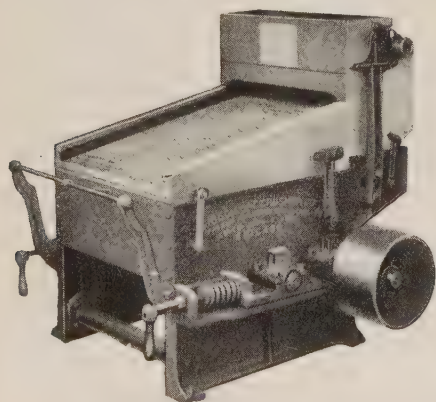
Reasonable deliveries can be made on orders placed now.

Know with whom you are dealing. Ask any Board of Trade firm about us.

### THE NASH-ODELL CO.

(Formerly Charles A. Nash, Inc.)

Franklin 1085 172 N. Franklin St. Chicago, Ill.



*Three  
Units  
in  
One*

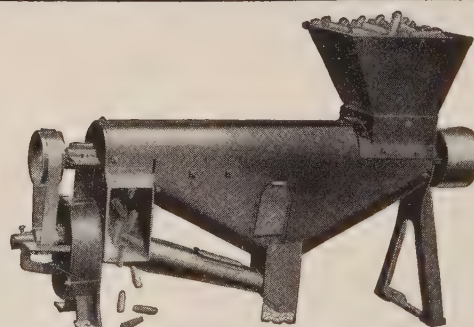
## Feeder-Cleaner-Mill

you get them all in a GIBSON OAT CRUSHER and a GIBSON CORN CRACKER.

Feeder and cleaner are eccentric driven—no belts or pulleys except for the main drive.

**Gibson Oat Crusher Co.**  
Manufacturers]

1530 McCormick Bldg. CHICAGO



Style A Triumph Corn Sheller

## A GOOD SHELLER OF MODERATE CAPACITY

If you can use a Sheller that will properly shell 75 bushels of corn an hour; and if you want a good simple machine, you'll get just the sheller you ought to have in a Triumph.

Thousands of Triumph Shellers are at work in moderate sized mills and elevators both in this country and abroad, and every one of them is shelling corn properly and producing its share of profits.

We'll be glad to send you a copy of our new corn sheller circular. Just send us a postal or a letter asking for it.

**THE C. O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio



For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

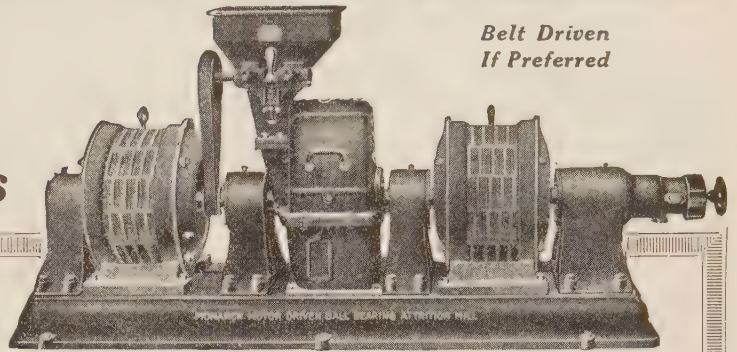
WHITE ★ STAR ★ CO.  
WICHITA, KANSAS

St. Marys Oil Engine Co.

ST. CHARLES, MISSOURI

Manufacturers of Deisel Oil Engines for Mills and Elevators

## Consider Its AVERAGE Service Records



IS there not something of uncommon significance in the fact that Monarch Ball Bearing Attrition Mills are frequently bought by elevator operators who have owned or operated feed grinders of other makes?

Instances of unusual performance can be cited by the score; but if you

will just consider the **average** of this mill's service records, you can readily satisfy yourself that it is really a superior machine.

Write and ask us to send you descriptive literature, and to tell you where you can see a Monarch in operation.

SPROUT, WALDRON & COMPANY 1202 Sherman St., MUNCY, PENNA.

The Monarch Mill Builders

CHICAGO OFFICE:  
9 So. Clinton St.

KANSAS CITY OFFICE:  
308 New England Bldg.

**MONARCH**  
BALL BEARING  
ATTRITION MILL

## What About Your Machinery

—IS IT READY FOR THE NEW CROP?

If you are planning on building a new elevator, or enlarging or repairing your present plant, the sooner you do it the better.

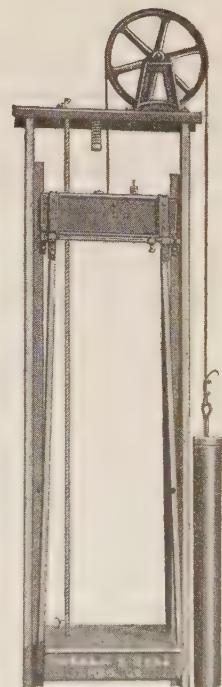
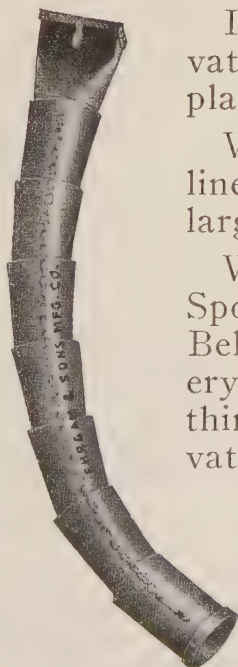
We are manufacturers of the most complete line of machinery in the middle west for either large or small elevators.

Write us for prices on Wood or Steel Legging, Spouting, Turnheads, Elevator Cups, Screw or Belt Conveyor, Power Transmission Machinery, Roller Feed Mills, Dumps, Manlifts or anything you need to properly equip your elevator.

Our catalog No. 22 sent on request.

**The J. B. Ehrsam & Sons Mfg. Co.**

Enterprise, Kansas





## GRAIN ELEVATOR BUILDERS

### A Reduced Cost of Handling Grain

makes the Best Elevator obtainable a profitable investment.

Ask for Suggestions on Saving Material, Power and Labor, before completing plans for your new elevator.

30 Years Practical Experience

**YOUNGLOVE CONSTRUCTION CO.**  
Sioux City, Iowa



(Patented)

### Folwell-Sinks Form Lifting JACKS

For Grain Elevators and Silo Construction

Manufactured and Sold by

**NELSON MACHINE CO.**  
WAUKEGAN, ILL.

### EIKENBERRY CONSTRUCTION CO.

329 UNITY BLDG., BLOOMINGTON, ILL.

Designer and Builder of  
Fire proof GRAIN ELEVATORS

### L. J. McMILLIN ENGINEER and CONTRACTOR of GRAIN ELEVATORS

Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

### EFFICIENT ERECTING CO.

We make plans and build up-to-date  
GRAIN ELEVATORS AND MILLS

GEO. H. CRAIG  
386 120th Place, Blue Island, Ill.

### THE RYAN CONSTRUCTION CO.

3159 Curtis Ave., Omaha, Nebraska  
We build Modern Fireproof Grain Elevators,  
Mill Buildings and Storage Bins  
SPECIAL ATTENTION GIVEN TO REPAIR WORK  
Let Us Know Your Requirements

### The W. H. Wenholz Construction Co.

309 E. 4th Ave., HUTCHINSON, KANSAS  
Contractors, Designers and Builders of  
Concrete or Wood Elevators  
JOBBER IN MILL AND ELEVATOR SUPPLIES

### C. H. BENSON & CO.

Builders of Good Elevators  
FOR OVER THIRTY YEARS  
Corn Exchange Minneapolis

### Your Individual Needs

are respected when your elevator  
is designed and built by  
W H. CRAMER CONSTRUCTION CO.  
NORTH PLATTE, NEB.  
Write for Details of Our System

### The Eberhardt Construction Co.

Engineers and Contractors  
Grain Elevators--Flour Mills--Warehouses  
SALINA, KANSAS

### THE SPENCER CONSTRUCTION CO.

Garrett Bldg.  
Baltimore, Md.

**BUILDERS**  
OF  
Modern Grain Elevators  
Grain Storage Tanks  
Mill Buildings  
Warehouses

FOR  
Concrete Elevators  
Townsend B. Smith  
Designer and Builder  
Decatur, Ill.

H. P. Roberts

L. D. Rosenbauer

### Southwestern Engineering Company

Designers and Builders of  
Modern Mills and  
Elevators  
Flour Mill and Elevator Machinery  
SPRINGFIELD, MO.

### R. M. VAN NESS CONSTRUCTION CO.

Engineers and Builders of

MODERN WOOD and FIREPROOF ELEVATORS

We furnish plans and estimates  
Room 3 Grain Exchange

Write us about your requirements  
OMAHA, NEB.

### A. F. ROBERTS

ERECTS ELEVATORS  
CORN MILLS  
WAREHOUSES

FURNISHES PLANS  
ESTIMATES  
MACHINERY

SABETHA

KANSAS

**BIRCHARD**  
CONSTRUCTION CO.  
CONTRACTORS GRAIN ELEVATORS  
Mills and Warehouses  
Especially Designed for Economy  
of Operation and Maintenance  
704 Terminal Bldg. LINCOLN, NEB.

**D. F. HOAG & CO.**  
Designers and Constructors of  
GRAIN ELEVATORS

Corn Exchange, Minneapolis

For whatever you wish to know  
about equipment or supplies used  
in or about a grain elevator ask the

Information Bureau  
Grain Dealers Journal Chicago, Ill.



## GRAIN ELEVATOR BUILDERS

**M. M. EGAN & SON**  
Designers and Builders  
of Mills and Elevators  
**Elevator Machinery**  
Complete line for new  
or repair jobs  
1100 Lamar St. FT. WORTH, TEXAS

**MACDONALD ENGINEERING CO.**  
DESIGNERS AND BUILDERS OF  
**GRAIN ELEVATORS**  
San Francisco Chicago New York  
149 California St. 53 W. Jackson Blvd. 90 West St.

**GEO. A. SAATHOFF**  
Builder of  
Grain Elevators to Suit  
Your Needs  
MAYER HOTEL PEORIA, ILL.

**HICKOK** Construction Co. **MINNEAPOLIS ELEVATORS**

**P. F. McALLISTER CO.**  
ENGINEERS AND CONTRACTORS  
Grain Elevators, Driers, Coal Chutes  
Wood or Concrete  
BLOOMINGTON, ILL.

**W. C. BAILEY**  
Contracts and Builds  
**Modern Grain Elevators**  
We can furnish and install equipment in old or new  
elevators, guaranteeing greater capacity with less  
power, and positive Non-Chokable working leg.  
Let us show you  
433 Railway Exchange Bldg., OMAHA, NEB.

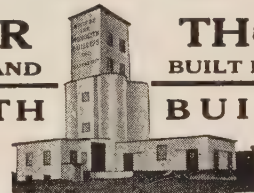
**FEDERAL ENGINEERING CO.**  
Designers and Builders—Grain Elevators, Mills and Warehouses  
TOPEKA, KANSAS

**LEE PETERSON**  
Marion, Iowa  
Contractor and Builder  
**ELEVATORS and MILLS**  
REPAIRING A SPECIALTY  
Plans and Specifications Furnished

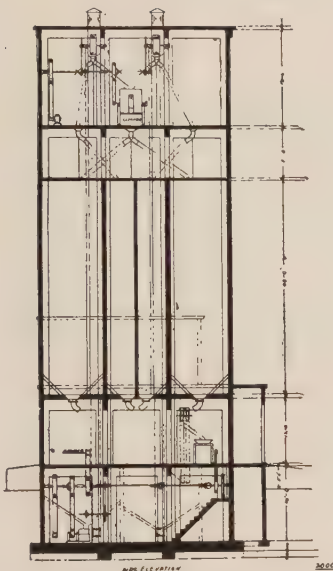
**The Star Engineering Co.**  
Wichita, Kansas  
Specialists in Country  
Elevator Construction  
Free Catalogs for Southwest Customers

**ANOTHER THORO-BRED**  
DESIGNED AND BUILT BY  
**THE MONOLITH BUILDERS, INC.**

509 Mutual Building



Kansas City, Missouri



The care and study put into the design and construction of each Reliance Elevator assures the greatest economy in operation. Design No. 1000, side elevation of which is shown above, is especially adapted to the needs of the dealer requiring not over 20,000 bu. capacity. Write for particulars.

**Reliance Construction Co.**  
Board of Trade Indianapolis, Ind.

**Decatur Construction Co.**  
ENGINEERS AND BUILDERS  
OF GRAIN ELEVATORS  
760-762 Gushard Building  
DECATUR ILLINOIS

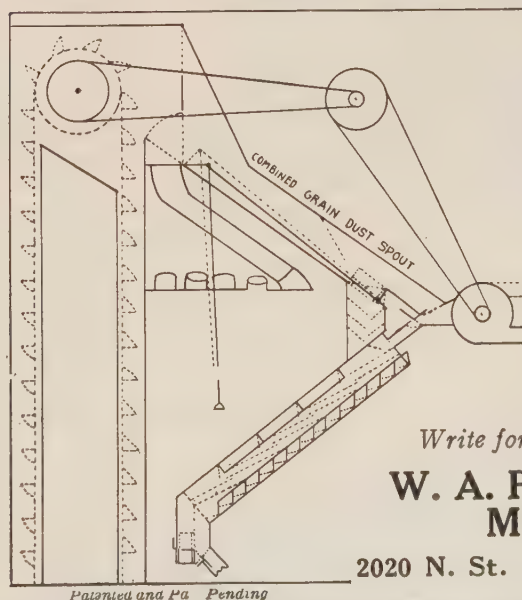
**SEND US  
YOUR INQUIRY**

We have the most complete  
organization in the Northwest  
for the construction of

**GRAIN and COAL  
ELEVATORS**

**T. E. Ibberson Company**  
MINNEAPOLIS, MINN.

**COMBINED  
Grain Cleaner and Dust Collector**



not only cleans, scours  
and conditions your  
grain, but permits you  
to keep your elevator  
free from dust. The  
fact that your grain  
can be worked before  
storing, with one elevation, and that the dust  
is not allowed to escape  
in your elevator, warrants your close investigation of this very  
efficient machine.

Write for descriptive literature

**W. A. Petteys Elevator  
Machine Co.**

2020 N. St.

LINCOLN, NEB.

Patented and Pending

**O**UR advertisers are helping us to improve Grain Trade  
conditions. SHOW YOUR APPRECIATION, Mention G. D. J.

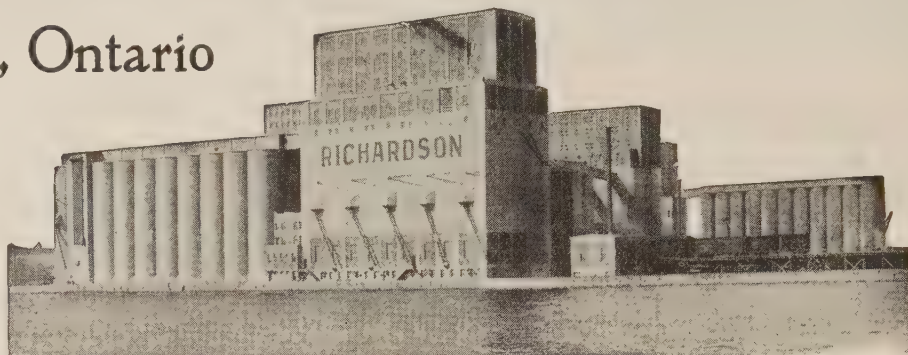


## GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT Port Arthur, Ontario

FOR

The Grain Growers' Grain Company.  
Limited.The Saskatchewan Co-operative Elevator  
Co., Limited.

The James Richardson &amp; Sons, Limited.

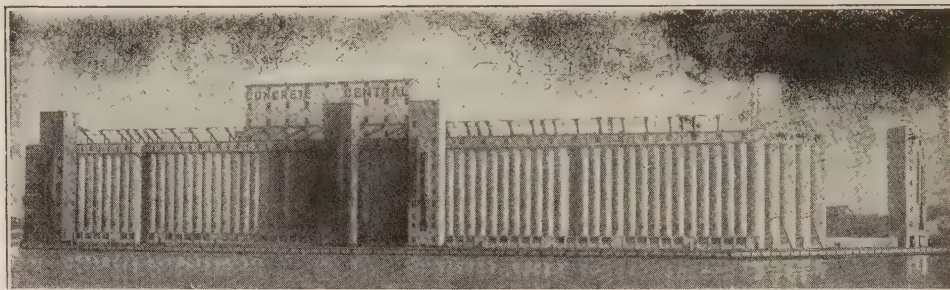
**THE BARNETT-McQUEEN  
COMPANY, LIMITED**Designers and Builders of GRAIN ELEVATORS  
Offices: Fort William, Ont., Duluth, Minn.  
Minneapolis, Minn.

## Monarch Built Elevators

assure you eco-  
nomical design,  
first class work,  
efficient opera-  
tion.

**SATISFACTION**

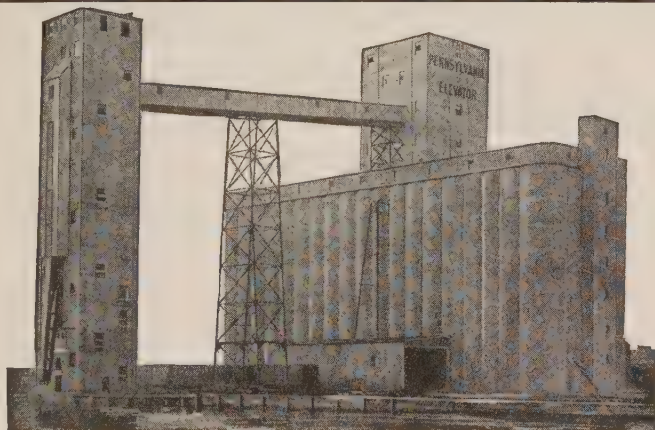
Let us Submit Designs  
and Prices



Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

**MONARCH ENGINEERING CO.,** **BUFFALO, N. Y.**



Pennsylvania Railroad Co.'s Terminal  
Elevator at Erie, Pa. 1,250,000 storage  
capacity, with marine leg, 25,000 bu. re-  
ceiving capacity. All concrete, modern  
construction, with latest improvements.

Designed and built under the  
direction of

**Folwell-Ahlskog Co.**

332 N. Michigan Ave. Chicago, Ill.

Write us for Estimates and Proposals

## The Most Modern Elevator in the World

This is an aeroplane view of the Pennsylvania Railroad Company's new Northern  
Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity  
5,000,000 bushels. This elevator is equipped with

### Four Stewart Link-Belt Grain Car Unloaders

See them in operation and be convinced of their great  
saving in labor cost.

**James Stewart & Co., Inc.**

Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.

"We have built for many of your friends. Eventually we will  
build for you. Why not now?"





Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the GRAIN DEALERS JOURNAL.



WHEN EVERY AGENCY FOR  
SAFETY OPERATION SAYS  
"DO AWAY WITH DUST"  
IT'S TIME THAT YOU LIS-  
TENED TO REASON—



The hundreds  
of thousands  
of dollars lost  
through dust  
explosions  
would equip  
every elevator  
in the country.

Don't be the next  
on the "Blow up  
list," but for the pro-  
tection of the money  
invested in your busi-  
ness investigate our product.

### The New "1905" Cyclone Dust Collector

THE FACTS ARE MIGHTY  
INTERESTING

**The Knickerbocker Co.**  
JACKSON, MICH.

### Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt  
price; or on trial to responsible  
parties. Has automatic valve and  
fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.



10,000 SHIPPERS  
Are now using

### TYDEN CAR SEALS

Bearing shipper's  
name and consecu-  
tive numbers.

Prevent  
CLAIM LOSSES  
Write for samples  
and prices

**INTERNATIONAL SEAL & LOCK CO.**  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., Chicago, Ill.



**CONE-SHAPE  
GRINDERS**

**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the  
work! Bowsher's Cone-Shape  
grinders are the correct principle  
in Feed Mill construction. They  
mean larger grinding surface  
close to center of shaft; thus More  
Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation  
of the long-lasting, trouble-proof  
Bowsher. Have used a No. 4 ten years  
with less than One Dollar per year for  
repairs." H. W. Watt, Jacobsburg, O.

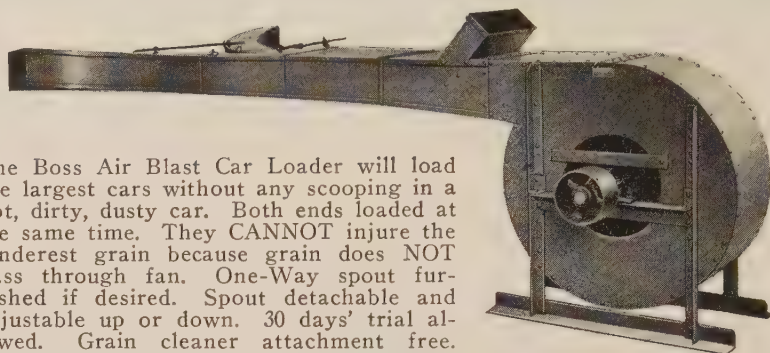
10 sizes; 2 to 25 H. P. Write  
for free catalogue.

**N. P. BOWSHER CO., SOUTH BEND, IND.**

## Randolph Grain Driers

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES  
O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

### Load Railroad Cars Without Scooping



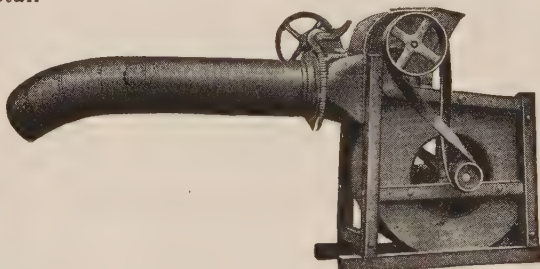
The Boss Air Blast Car Loader will load  
the largest cars without any scooping in a  
hot, dirty, dusty car. Both ends loaded at  
the same time. They CANNOT injure the  
tenderest grain because grain does NOT  
pass through fan. One-Way spout fur-  
nished if desired. Spout detachable and  
adjustable up or down. 30 days' trial al-  
lowed. Grain cleaner attachment free.  
Grades raised. Make your house modern  
by installing one. New catalog No. 22 and  
prices mailed upon request.

Maroa Manufacturing Company, Dept. G, Maroa, Ill.

### CLEAN AND LOAD IN ONE OPERATION

To make the most money these days the grain elevator operator must  
operate his plant as economically as possible; he must ship the highest  
grain possible and it must be clean. To get the maximum in loading facili-  
ties and at the same time clean the grain loaded every elevator operator  
should install

The  
Combined  
Grain  
Cleaner  
and  
Pneumatic  
Car  
Loader



It does not mill  
or crack the  
grain; fills cars  
to full capacity;  
strong, durable,  
requires no at-  
tention after  
starting. Cools  
and dries the  
grain as it  
passes through  
the air.

Used by hundreds of elevator owners. List of users will be sent you upon  
request.

Write for List and Circulars

**MATTOON GRAIN CONVEYOR CO., MATTOON, ILLINOIS**

### Elevator Equipment

Tell us what you need for your Grain  
Elevator and we'll tell you where to  
get it. We make no charge whatever for  
this service.

**GRAIN DEALERS JOURNAL, CHICAGO**

### DINGS MAGNETIC SEPARATORS

Remove tramp iron and steel from grain before  
it goes into the feed grinder. Prevent dust ex-  
plosions and fires, breakage of rolls and damage  
to grinding faces. **WRITE FOR BULLETIN.**

**DINGS MAGNETIC SEPARATOR CO.**  
642 Smith Street, Milwaukee, Wis.

## Receiving and Stock Book

Form 321 is designed for keeping a record of each kind of grain re-  
ceived at a country elevator in a separate column so that the buyer by  
adding up columns may quickly determine the number of bushels of  
each kind of grain on hand. Columns are also provided for date, name,  
gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with keratol back and  
corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon  
loads. Weight 2 lbs. 5 oz. Price \$2.75.

**Grain Dealers Journal 309 South La Salle St., Chicago, Ill.**



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**NEW** 35,000 bushel elevator for sale in very heart of northern Oklahoma wheat belt. Address 48K5, Grain Dealers Journal, Chicago.

**SOUTHERN MINNESOTA** elevator for sale; good cribbed house and good grain point. Address 48J2, Grain Dealers Journal, Chicago, Ill.

**SO. EAST NEBRASKA** 25,000 bu. iron clad elevator for sale; new; good location and fine crop prospect. J. G. Norcross, Beatrice, Neb.

**ALMOST NEW** 10,000 bu. elevator for sale, on Chicago-Detroit branch of Wabash Ry. For further information write Home Grain Co., La Grange, Ind.

**15,000 BU. ELEVATOR**, brick warehouse and coal sheds for sale; located on T., St. L. & W. R. R.; \$10,000.00. Address 48K9, Grain Dealers Journal, Chicago, Ill.

**WEST. IOWA** 32,000 bu. metal clad elevator for sale, on C. M. & St. P.; other buildings in connection; side lines; town of 2,000. Address 48J18, Grain Dealers Journal, Chicago.

**NORTHEASTERN KANSAS** elevator for sale; 15,000 bushel cribbed house on the Santa Fe; no competition; crop prospect 100%. This is a bargain. Address 48J12, Grain Dealers Journal, Chicago, Ill.

**MISSOURI**—15,000 bu. elevator for sale on Wabash R. R., in good territory; electrically operated; only elevator here; carry all side lines; doing good business. Want to retire. Address 47X16, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS** grain elevator with Hess Drier and latest feed grinding and mixing machinery for sale; on two railroad switches; going concern in best town in this part of state; station handles 600,000 bushels annually. Address 48K11, Grain Dealers Journal, Chicago.

**TWO MICHIGAN** elevators for sale in best Bean, Grain and Hay territory. Good acreage grain and hay and excellent crop prospects; large acreage of beans assured. These properties are money makers and merit closest investigation. Address 48K17, Gr. Dealers Jour., Chicago.

**THE BEST WAY** to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

**EASTERN MICHIGAN**—2 elevators, capacity 20,000 bushels each, warehouses, office building, coal sheds and all equipment, in good grain belt. Equipped with both motor and steam power, cleaners, loader, etc.; brick engine room. Nearest competition nine miles and good. To close an estate will sell for inventory value, which is far below cost to replace at present time. Address H. P. Stoughton Elevator Co., Capac, Michigan.

## BANKRUPT SALE.

Half million bushel capacity rapid handling elevator in first class repair, located on west bank Missouri River opposite St. Joseph, Mo., known as Elwood Elevator, together with about fourteen (14) acres of land, will be sold at the office of Hon. John S. Boyer, Referee in Bankruptcy, Rooms 903-4, Corby-Forsee Bldg., St. Joseph, Mo., June 15, 1922, to the highest bidder for cash in hand.

For further particulars address

W. W. Simmons,  
Trustee in Bankruptcy,  
1008-9 Corby-Forsee Building,  
St. Joseph, Mo.

## ELEVATORS FOR SALE.

**N. W. MISSOURI** 10,000 bu. elevator for \$7,000. Good town and fine prospects for crop. Address 48J22, Grain Dealers Journal, Chicago.

**NORTHWEST MISSOURI**—Two elevators for sale; electric power; 10,000 bu. capacity; large territory. Priced right. Address 48K19, Grain Dealers Journal, Chicago, Ill.

**NO. CENTRAL INDIANA** elevator of 25,000 bu. capacity for sale; located on P. C. C. & St. L., in good corn and oats belt. Address 48G5, Grain Dealers Journal, Chicago.

**IOWA**—One of the best grain elevators in North Central Iowa for sale; modern equipment, first class condition, and priced to sell. Address 48H12, Grain Dealers Journal, Chicago.

**INDIANA**—15,000 bu. cribbed elevator, iron clad, on private ground in southern county seat. Good grain, flour and feed business. Address 48C23, Grain Dealers Journal, Chicago.

**OHIO** elevator, exceedingly well located for a profitable business, on the B. & O. and easily connected with the Pa. R. R. Failing health reason for selling. For further particulars write S. M. Thorne, Sabina, Ohio.

**150,000 BU. CONCRETE** elevator and brick malt house for sale; well equipped to dry, clean and store grain; transit rates. Easy terms. Address 48K21, Grain Dealers Journal, Chicago, Ill.

**INDIANA**—10,000 bu. iron clad elevator for sale, in good grain belt, handling all side lines; only elevator in town; good business. New 8-room bungalow, good tenant house, all on private land. Fine location. Address 48J9, Grain Dealers Journal, Chicago, Ill.

**CENTRAL IOWA**—Six elevators on Chicago, Great Western R. R., handling grain, feed and coal; all modern equipment and in first class condition. The opportunity of a lifetime to purchase an old established and money-making business. Address 48D14, Grain Dealers Journal, Chicago, Ill.

**SOUTHWESTERN OHIO**—Warehouse and elevator in good grain growing section, on division of P. C. & St. L. R. R.; capacity 10,000 bus. Examination of books will show it a money maker. No other elevator. Reason for selling, death in family. Address 48K18, Grain Dealers Journal, Chicago, Ill.

**MICHIGAN**—Grain and bean elevator, well equipped, with warehouse and coal sheds; well established business; good retail; no competition. Good town, fine farming community, excellent crops now growing. Write  
C. D. Beecher, Secy.,  
Flushing, Mich.

**GRAIN BUSINESS & HOME** for sale, in best part of Central Iowa; modern, 24,000 bu. cribbed elevator; electric power; 200 ton coal shed, feed and seed warehouse, etc.; railway lease on good terms. Modern 8 room house conveniently located. Good reason for selling. Bargain for a quick cash deal. Invite close personal investigation. Address 48K27, Grain Dealers Journal, Chicago, Ill.

## SALE OF ELEVATOR PROPERTY.

The two elevators owned by Merritt Farmers Elevator Company, at Merritt and Riggston, Illinois, on C. B. & Q. R. R. tracks, will be sold at Merritt, Illinois, with appurtenances and equipment, at half past two o'clock p. m., June 12, 1922, at public auction, for cash. Good property, and somebody may get a bargain. In splendid grain growing region.

Elmer Coulson, Receiver, Merritt, Ill.

## ELEVATOR FOR SALE OR RENT.

**MINNESOTA** elevator of 25,000 bushels capacity for sale or rent. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn.

## FOR SALE OR EXCHANGE.

**HAVE** four modern elevators in irrigated district of Wyoming. Will sell or trade for elevators in Central Nebraska. Address Box 597, Cheyenne, Wyo.

## FEED MILL & ELEVATOR FOR SALE.

**A COMPLETE** feed mixing plant with grain elevator, chop mill and hay grinding plant, for sale at a bargain. Easy terms. Well located for southern trade. Address 48K20, Grain Dealers Journal, Chicago, Ill.

**OHIO**—10,000 bu. grain elevator and new feed mill for sale; electrically operated; on Wheeling & Lake Erie R. R.; splendid wheat and dairy country; 300 feet private switch; coal yard. Want to retire. Address 48K8, Grain Dealers Journal, Chicago, Ill.

## MILL FOR SALE.

**MODERN 100-BARREL MILL** for sale; large territory, Rocky Mountain section; plenty of wheat. Feed mill in connection. Cheap power. Address 48B4, Grain Dealers Journal, Chicago.

**WANTED**—To buy a good grain business or a half interest in one. What have you to offer? E. A. Benedict, Boswell, Ind., R. F. D.

**WANT TO BUY OR LEASE** elevator located in good grain territory in Central Illinois. Address 48K13, Grain Dealers Journal, Chicago.

**WANTED**—An elevator, Iowa preferred, handling at least 200,000 bus. annually, with coal and feed business in connection. Address Marr & Young, Traer, Iowa.

**CENTRAL OR WESTERN KANSAS** elevator wanted. Must be modern house at good station. Would consider several good plants at nearby points. 48K10, Grain Dealers Journal, Chicago.

**WANTED**—Elevators, 10,000 bus. cap. and up, in hard wheat section Southwestern Kansas; 50,000 bu. Central Illinois; Elevator and Flour Mill in Wisconsin.

## We Buy and Sell

Flour Mill Securities:  
Consumers Bread Co. Stock  
Fisher Flouring Mills Co. Stock  
General Baking Co. Stock  
Loose-Wiles Biscuit Co. Stock  
Albers Bros. Milling Co. Stock  
Quaker Oats Co. Stock  
Shredded Wheat Co. Stock  
Pillsbury-Washburn Flour Mills Bonds  
Northern Illinois Cereal Co. Bonds  
and various other.  
**PAUL PLOTZ & CO.,**  
Investments,  
70 West Monroe St.,  
Chicago, Ill.  
Randolph 4715.

## PARTNER WANTED.

**TO TAKE** one-third interest in established grain and coal business. Two good elevators doing big business in grain and side lines. Prefer man who can assist in management of the business or handle books. Answer if you have \$10,000 to invest. Address 48F22, Grain Dealers Journal, Chicago, Ill.



**ELEVATORS WANTED.**

**WILL TRADE** half section eastern Colorado land for an elevator. Box 37, Oxford, Neb.

**ELEVATOR BROKERS.**

**JOHN A RICE** **ELMER N. SMITH**  
Elevator Brokers, Frankfort, Indiana.

**ELEVATORS AND FLOUR MILLS**

**Bought and Sold**

**Paul Plotz & Co.**

70 W. Monroe St., Chicago, Ill.

**ALWAYS HAVE ELEVATORS** For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try to satisfy you.

**JAMES M. MAGUIRE,**  
432 Postal Tel. Bldg., Chicago, Ill.

**CLAYBAUGH-McCOMAS**

**Offices**

Frankfort, Ind. Indianapolis, Ind.  
223 B. of T. Bldg. 601 Board of Trade.

If you want to buy, sell or trade an elevator write us at either address.

**BUSINESS OPPORTUNITIES.**

**FOR EXCHANGE**—Fine quarter Brookings County, So. Dak., land. What have you?  
Geo. O. Strom, Sac City, Iowa.

**FOR SALE**—On account of bad health I am offering for sale my half interest in the T. E. Frantz Grain & Coal Co.'s business at Frankfort, Ind. Party buying can take over the management. T. E. Frantz, Frankfort, Ind.

**EWEN, MICHIGAN**—We are anxious to have a good company locate here and build a warehouse to buy up farm products. This is a growing farming community and a good company would make a success. Harry Hankin, Ewen Development Ass'n.

**FOR SALE**—A good proposition for \$10,000.00 at Missouri Valley terminal, including Board of Trade membership, nice commission business and country interests with prospects of good business and crops in territory adjacent. Address 48J23, Grain Dealers Journal, Chicago.

**BUSINESS OPPORTUNITY WANTED.**

**WILL BUY** part interest in good, going grain concern, preferably in the Northwest. Address 48J11, Grain Dealers Journal, Chicago.

**INVESTMENT.**

**WANTED**—To borrow \$15,000.00 on mill and elevator in Oklahoma. Value of property \$40,000.00. Will pay 7% on loan for term of five years. This is gilt edge loan. For further particulars write 48K7, Grain Dealers Journal, Chicago, Ill.

**MACHINES FOR SALE.**

**BOSS CAR LOADER** for sale; one No. 8. Address A. H. Richner, Crawfordsville, Ind.

**DO YOU WANT A MACHINE** that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

**DURABLE WIRE ROPE** for sale, for car shovels; cast or plow steel. Manila rope, buckets and everything in elevator supplies.

**PULLEYS**—1,000—for sale. ALL sizes, solid cast iron, wood and steel split. Standard Mill Supply Co., Kansas City, Mo.

**COMPLETE** machinery for a 50 bbl. flour mill, all in A1 shape, practically new; everything needed for a first class mill, including cleaning machinery, elevator legs, elec. bleacher, purifier, etc.; located in Central Kansas. Will sell at a bargain. Address 48K15, Grain Dealers Journal, Chicago.

**REAL BARGAINS.**

**Prompt Attention.**

**Quick Shipments.**

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,  
9 S. Clinton St. Chicago, Ill.

**MACHINES FOR SALE.**

**WRITE ME** for prices on used Midgets. All kinds new and used mill and elevator machinery. H. C. Davis, Bonner Springs, Kansas.

**SEPARATOR**—Howes Eureka Dustless, No. 196; used only 2 years and in perfect order. Price \$100.00. A. Walton, Columbia, Va.

**SUBJECT TO PREVIOUS SALE.****RESALE DEPARTMENT.**

**1,000 Bu. Invincible Grain Separator**, complete with brushes, screens and dust collector.

**Conveyor**—Steel screw conveyor; 3 sections 10' and 1 section 3'10"; also 4 sections of 9".

**Corn Grinding Outfit Complete.**

**Sheller**—Corn and cob separating machine with 18" waste outlet and 10x16" tight and loose drive pulleys, direct driven.

**Cob Grinder**—Sprout & Waldron bevel geared attrition mill, 12" dia. discs, ball bearing, capacity 2½ tons per hour, with 18x6" tight and loose drive pulleys.

**Attrition Mill**—Sprout & Waldron double belted attrition mill, 20" dia. discs, ball bearing. Pulleys, Belting, etc.

**25 Bbl. Corn Mill Complete.**

**Two Orville Simpson Roller Mills**—9x18, double roller mills, with corrugated rolls, overhauled and rebuilt and never operated; Belting & Pulleys complete.

**Robinson Sifter**—Self balancing flour sifter; NEW, never been used; No. 214; housing 6' 4" x 6' 4" x 1' 11" with countershaft. Belting and pulleys complete.

**Barnard Separator**—No. 1 dustless warehouse wheat separator, direct driven. Belting and pulleys.

**Barnard & Leas Reef**—Size O, No. 1454; improved centrifugal reel. Belting and pulleys complete.

**Barnard & Leas Smutter**—Size No. 1 horizontal adjustable smutter. Belting and pulleys.

**Prinz & Rau Dust Collector**—No. 1 Perfection dust collector. Pulleys, etc.

Line Shafting, etc.

**ALL OF ABOVE 60% PRESENT LIST****Miscellaneous Machinery.**

**Huber Light 4 Tractor**, in excellent condition; cost \$1,455.00. Price, \$450.00.

**Oliver 3 Gang Tractor Plow**, in excellent condition. Price \$50.00.

**Westinghouse Electric Motor**—Type C. S., 35 h.p., 440 V., 40.2 amp., 3 phase, 25 cycles, 730 r.p.m., style 212359, induction motor with Westinghouse 45-50 h.p., 440 v., style 192511 Automatic starting compensator. Price, \$450.00.

**Brown Portable Elevator**—No. 1958, 22" chain elevator and conveyor, 18 feet long, motor driven, with extension cord. Price, \$350.00.

**Cincinnati Time Recorder**—Employee in and out clock, style No. 27, serial No. 6269, with two 50 number open card racks. Price, \$100.00.

**Velie 3½ Ton Truck**—Box body; new engine; run less than 500 miles; 1917 model. Guaranteed in first class condition. Price, \$750.00.

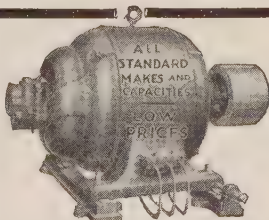
**Velie 3½ Ton Truck**—Box body; engine recently overhauled and rebuilt; 1917 model; frames, etc., in good shape. Price, \$450.00.

**White 5 Ton Truck**—Platform body with cab; 1919 model; guaranteed in first class condition; has not been operated the past year. Price, \$2,500.

**7 Ton Steel 4 Wheel Trailer**—Roger Bros.; never been used. Cost \$2,500.00. Price, \$750.00.

**THE GRAFTON FLOUR MILLING AND GRAIN ELEVATOR CO., GRAFTON, OHIO.**

**Guaranteed  
Rebuilt**



**Motors  
New**

**Buy Direct from America's Leading Motor Merchandisers**

Make real substantial savings on nationally known standard electrical equipment. Select from our vast stock including everything from tiny buffing motors to mammoth heavy duty factory motors. Let us solve your engineering problems, save you money and supply you with equipment of unsurpassed quality.

**WHAT WE SELL**

Alternating current motors.  
Direct current motors  
Generators—meters.  
Control apparatus—Motor Pulleys.  
Rotary converters  
Frequency changers  
Motor generator sets  
Transformers—Switchboards  
Engine generator sets

**WHAT YOU GET**

Benefit of 20 years' experience.  
Motors of established reputation  
Full year's guarantee  
Engineering problems solved without cost.  
Lower prices  
Money-back guarantee  
Immediate shipment  
Stock available for exchanges

Electrical Equipment Bought, Repaired or Exchanged

**THE FUERST-FRIEDMAN COMPANY, 1265 West Third Street Cleveland, Ohio**

**FUERST-FRIEDMAN**

**Electrical Equipment**

"Reliability Built In"

**Midget Marvel Mills FOR SALE**

Used twenty-five and fifty barrel Midget Mills with Engines, Cleaning Machinery, Packers, Bleachers, Elevator Legs.

All kinds of used Corn Mill Machinery, Feed Grinders, Wagon Scales, in fact everything in the Mill and Elevator Machinery line, in stock at Oklahoma City, at attractive prices and terms.

**W. L. HUTCHESON**

510 Grain Exchange Bldg.,  
Oklahoma City, Oklahoma



## LUMBER FOR SALE.

On wrecking our frame elevator, will have some choice timbers 12x12 and smaller of good lengths for sale. Immediate shipment. Walnut Creek Milling Co., Great Bend, Kans.

## OFFICE APPLIANCES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## SCALES FOR SALE.

**FAIRBANKS** Hopper Scale for sale; 40,000 lbs. capacity. Oxford Farmers Exch., Oxford, Nebraska.

**FAIRBANKS** Hopper Scales, 250 bu. capacity. First offer takes them, f. o. b. Laird, Colo. Good as new. The Farmers' Union Co-op. Elevtr. Co., Laird, Colo.

One 4-bu. Richardson with Residue Weigher.  
One 1-bu. Sonander Mill Scale.  
Federal Scale & Supply Co.,  
208 South Fourth St. St. Louis, Mo.

**FAIRBANKS** 50 ft., 5 section, 100 ton track scale for sale; nearly new. For further particulars write Wayne Grain Co., 630 Globe Bldg., St. Paul, Minn.

## OIL & GAS ENGINES FOR SALE

**GASOLINE AND OIL ENGINES** of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

## ENGINES AND BOILERS.

### BARGAIN FOR QUICK SALE.

One 65 h. p. Center Crank Steam Engine with 80 h. p. High Pressure Boiler (new). Also Double Cylinder Snow Pump and all pipe connections, in first class condition. Write Farmers Union Co-op. Ass'n, Maple Hill, Kansas.

Good high speed 20 h.p. engine.  
Good 25 h.p. tubular boiler, full front, complete with stack, injector, gauge, etc. All in good running order. In use every day. We offer this at \$250.00 f. o. b. cars.  
Will take a good 25 h.p. 3 phase, 60 cycle 220 volt motor in exchange.

Goodrich Bros. Hay & Grain Co.,  
Winchester, Ind.

## DYNAMOS—MOTORS.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal,—the medium for power bargains.

## BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.  
WM. ROSS & CO., 409 N. Peoria St., Chicago.

## ADDRESS WANTED.

**ADDRESS** of H. S. Masters, formerly of Kansas City, Mo., Gibraltar Bldg., wanted. Address 48K25, Grain Dealers Journal, Chicago.

**PRESENT ADDRESS** of N. J. Rodenberg wanted; formerly of Devils Lake, No. Dak. Address 48K24, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

**EXPERIENCED HELP**, such as managers for country stations, superintendents, bookkeepers and other employees needed in the grain business, is readily secured through an ad in the "Help Wanted" columns of the Grain Dealers Journal.

## SITUATIONS WANTED.

**WANT** position as mgr. of grain elevator; 15 years' experience; prefer Central or Eastern Kansas. Address Box 7, Lorraine, Kans.

**MANAGER** with 10 years' experience in grain, lumber, coal and hardware desires position with Farmers Elevator. Address 48H17, Grain Dealers Journal, Chicago, Ill.

**MANAGEMENT** of Farmers Elevator, at very reasonable wages, in town with high school, wanted by young man with 6 years' experience in bookkeeping, hedging and side lines. Now manager of farmers' elevator. Bond and good reference readily furnished. Address 48K2, Grain Dealers Journal, Chicago, Ill.

**POSITION AS MGR.** of farmers or independent elevator wanted; 5 years' exp. in handling grain, feed, seed and hay; must be good grain station; All references furnished. Employed now and giving satisfaction, but wish to make change. Northwest territory preferred. Address 48J10, Grain Dealers Journal, Chicago.

**WANTED**—Position as mgr. of Mill & Elevator, with people who will appreciate ability. Married; 34 years old, and not afraid of work; will guarantee to get results if conditions of the business are at all favorable. Will take an interest in a good concern that has possibilities. Would like location in good school town, in Southwest preferred. Address 48J26, Grain Dealers Journal, Chicago, Ill.

## Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

Grain Dealers Journal

## WOOL WANTED

By

**Kraus  
and Apfelbaum**  
FORT WAYNE, IND.

We Want Your Wool  
Get In Touch With Us

We pay the highest market  
prices

Long Distance Phones 4460-4461

## BARGAIN SALE ON SHELF-WORN BOOKS.

These books are slightly soiled and shelf worn. To clear out these books promptly we are offering them at greatly reduced prices.

**One No. 4, Grain Storage Receipts.** This book contains 47 blanks for storing grain and 47 stubs for recording the amount stored. Order Form 04. Price 35 cents.

**One No. 88, Certificate of Weight.** This book contains 75 certificates of weight in duplicate, to be filled out and sent with bill of lading, or along with claim for loss. Book is worn. Order Form 888. Price 50 cents.

**One No. 10DC, Duplicating Contract Book,** containing 76 contracts in duplicate, printed on bond paper and bound in heavy pressboard. Had been used as sample and covers are soiled. Order Form 100DC. Price 60 cents.

**Three No. 411A—Railroad Claim Blanks.** for Loss of Weight in Transit. These books contain 100 blanks in duplicate, with 4 sheets of carbon paper bound in back. Corners of each book slightly bent. Order Form 4112-A. Price each \$1.50.

**Two Grain Shipper and the Law,** a book of decisions of the State, Supreme and Federal Courts, covering shipper's contracts and his relations with the carrier. Soiled from being used as sample. Order Form Grain Shipper S. W. Price \$1.00 each.

**Two No. 7AW, Affidavit of Weight Blanks.** This form is made up in books of 50 blanks. Each blank contains the necessary information to make affidavit of weight of grain loaded into car, and has space at bottom for notary's seal. Order Form 77AW. Price 50 cents each.

**Two Universal Grain Codes,** shelf worn from being used as samples. They are slightly soiled. Leather bound, containing 13,745 code words as well as the latest supplement for U. S. Standards for wheat, corn and oats. Order "Bargain Universal." Price while they last, \$2.00 per copy.

**Five Clark's Decimal Grain Values.** Contains four sets of tables: corn, rye and flaxseed values, 56 lbs.; wheat, clover and pea values, 60 lbs.; barley and buckwheat values, 48 lbs.; oats values, 32 lbs. Book contains 96 pages, printed on 80-lb. book paper, bound in art canvas. Binding slightly soiled. Order 35 Bargain. Price \$3.50 each.

**Three No. 6CB, Purchase and Sale Confirmation Blanks.** These books contain 50 confirmation blanks in triplicate and three sheets of dual faced carbon. Fill in all particulars of your agreement, send two copies of it to the other party. He signs and returns one and keeps the other, thus having a perfect understanding regarding the deal. These books are shelf worn from being used as samples. Order Form 06CB. Price 50 cents each.

All prices are f. o. b. Chicago and good while supply lasts.

GRAIN DEALERS JOURNAL,  
305 So. LaSalle St., Chicago, Ill.

## Helpful Books FOR

## Carlot Grain Handlers

**Clark's Freight Tables:** Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

**Clark's Decimal Wheat Values:** These tables are the same as described above with the exception that they cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Order Form No. 33X. Price \$2.75.

**Use Universal Grain Code and Reduce Your Telegraph Tolls.**

GRAIN DEALERS JOURNAL,  
309 South La Salle St., Chicago, Ill.



## SEEDS FOR SALE—WANTED

Field and Grass  
Seed Trade Directory

ARNHEM, HOLLAND.

Wm. E. Busgers &amp; Co., European fancy natural gr. seed

ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Wm. G. Scarlett &amp; Co., wholesale seed merchants.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds  
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The, J. M., field and garden seeds

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

ELKHART, KANS.

Muncy &amp; Carson, grain and seeds.

KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.  
Tobin Seed Co., alfalfa—bluegrass.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.  
Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
North American Seed Co., wholesale grass & field seeds

MINNEAPOLIS, MINN.

Dickinson Co., The, Albert, seeds.

NEW YORK, N. Y.

Julius Loewith, Inc., grass and field seeds.  
Nungesser-Dickinson Seed Co., wholesale seed merchants

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. LOUIS, MO.

Agricultural Seed Co., cow peas.  
Manglesdorf, Ed. F. & Bro., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

SIOUX FALLS, S. D.

North Western Seed Co., wholesale field seeds.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, popcorn.  
Flower Co., The, S. W., seed merchants.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.

HAY WANTED.



## SEEDS FOR SALE—WANTED

TIMOTHY SEED SHIPPERS, ATTENTION! We would like the names of timothy seed shippers in Iowa, Illinois, Missouri and Indiana. Address 48K22, Grain Dealers Journal, Chicago.

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

ARTHUR G. DUNN,

82 Wall St., New York.

Headquarters for SUNFLOWER Seed in carload lots and less than carload lots, spot or future delivery.

TO BUY  
SELL  
RENT or  
LEASE an  
ELEVATOR

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns.

THE  
ILLINOIS SEED CO.

CHICAGO, ILL.

WE BUY AND SELL

## Field Seeds

Ask for Prices

Mail Samples for Bids

## The S. W. Flower Co.

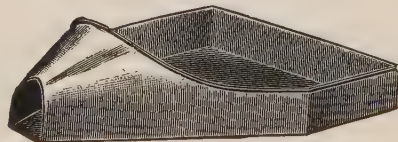
WHOLESALE

FIELD SEED  
MERCHANTS

SPECIALTIES

RED CLOVER, TIMOTHY  
ALSIKETOLEDO  
OHIO

## SEED SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities. Seed Size, 1½x9x11". Price \$1.65

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. La Salle St., Chicago, Ill.

## A Trial Order

GRAIN  
DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—I wish to try the Grain Dealers Journal on the 10th and 25th of each month for one year just to learn if I can get any helpful suggestions from the opinions and experiences of other grain dealers. Enclosed please find Two Dollars.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

.....bus.

State.....

Use Universal Grain Code and Reduce Your Tolls.



## SEEDS FOR SALE—WANTED

### RUDY PATRICK SEED CO.

BUYERS AND SELLERS  
Alfalfa, Sweet Clover, Red Clover  
Timothy, Sudan, Millet and Cane  
KANSAS CITY, MO.

IMPORTERS

EXPORTERS

### GRASS and CLOVER SEED

Buyers and Sellers of Timothy, Red Clover,  
Alsike, Alfalfa, White Clover, etc.  
NUNGESSER-DICKINSON SEED CO.  
New York, N. Y., U. S. A.

### The J. M. McCullough's Sons Co.

BUYERS — SELLERS  
Field and Garden Seeds  
CINCINNATI - - OHIO

### LOUISVILLE SEED COMPANY

INCORPORATED  
LOUISVILLE, KY  
Headquarters for  
RED TOP AND ORCHARD GRASS  
BUYERS AND SELLERS  
OF ALL VARIETIES FIELD SEEDS



### CRAWFORDSVILLE SEED CO. FIELD SEEDS

CRAWFORDSVILLE, INDIANA

Missouri Grown Blue Grass  
Kansas Grown Alfalfa, New Crop  
*We are now prepared to accept orders for both*

TOBIN SEED CO.  
KANSAS CITY, MO.

### The Toledo Field Seed Co.

Clover and Timothy Seed  
Consignments solicited Send us your samples  
TOLEDO, OHIO

### The Stanford Seed Company, Inc.

Wholesale Field Seeds :: BUFFALO, N. Y.

### Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA  
Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

### The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.  
ATCHISON KANSAS

### COW PEAS

#### Agricultural Seed Company

Representing 57 Years'  
Continuous Seed Service  
Main and O'Fallon Sts. ST. LOUIS, MO.

### HENRY HIRSCH

WHOLESALE FIELD SEEDS  
CLOVER — ALSIKE — TIMOTHY — ALFALFA  
Our Specialty  
All Other Field Seeds  
TOLEDO - - OHIO

### COURTEEN SEED CO.

Milwaukee, Wisconsin  
Clover, Timothy, Grass Seed  
Grain Bags

### North American Seed Co.

WHOLESALE GRASS & FIELD SEEDS  
Milwaukee, Wisc.  
"THE HOUSE OF QUALITY"

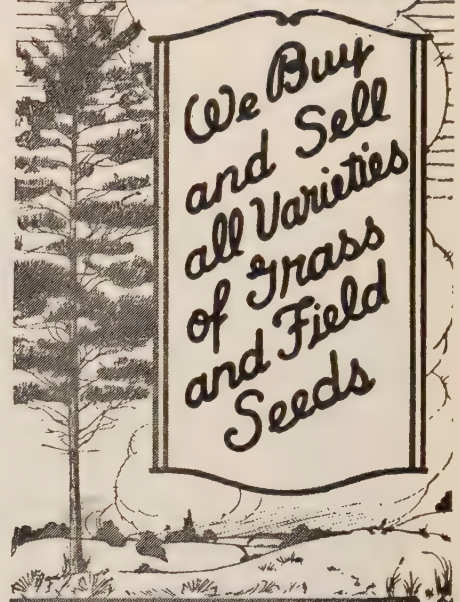
### J. G. PEPPARD SEED COMPANY

Buyers SEEDS Sellers  
Correspondence Invited KANSAS CITY, MO.

### WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants  
BUFFALO, N. Y.  
CORRESPONDENCE INVITED

# SEED



The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO

*If you want regular country ship-  
pers to become familiar with your  
firm name, place your "ad" here.*

### OUREN SEED CO.

Council Bluffs, Iowa  
Buy and Sell Red, White and Alsike  
Clovers, White and Yellow Blossom  
Sweet Clover, Alfalfa, Red Top, Blue  
Grass and all Seed Grains

## HEADQUARTERS

on all  
Imported  
Clover  
Grass and Field  
SEEDS

### Julius Loewith, Inc.

150 Nassau Street New York, N. Y.  
(Formerly Loewith, Larson & Co.)



# A Modern Feed Mill

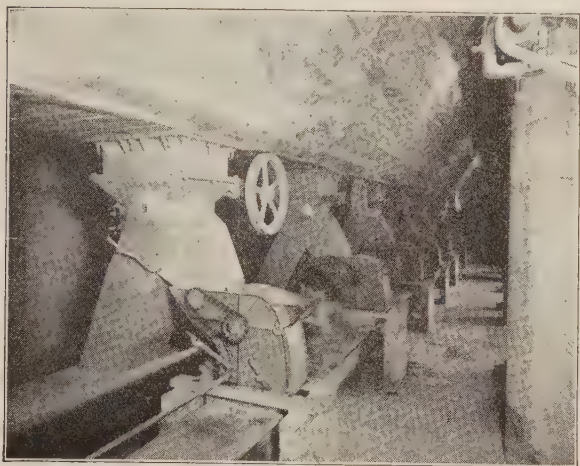
*Designed and Equipped by B. F. Gump Co.*

**Draver Feeders, Bar-Nun Grinders, and "LePage" Patent Corrugation.**

Exclusive Gump Co. equipment contributing to a distinctive product in Dairy, Molasses, Poultry and other Stock Feeds that insures a dependable market and a satisfactory profit.

Production at a profit is the ultimate aim of any enterprise.

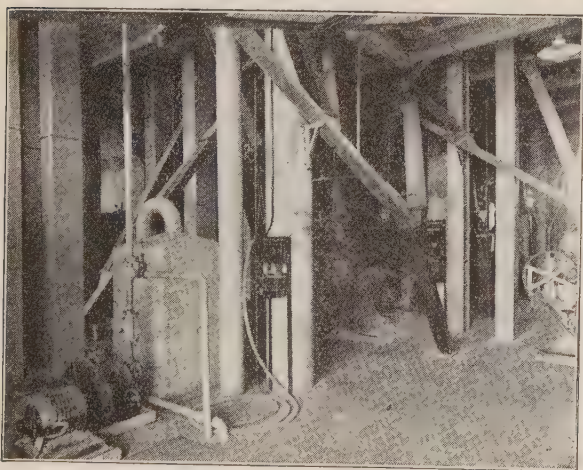
Strikingly exemplified in this magnificent modernly equipped feed mill, described elsewhere in this number.



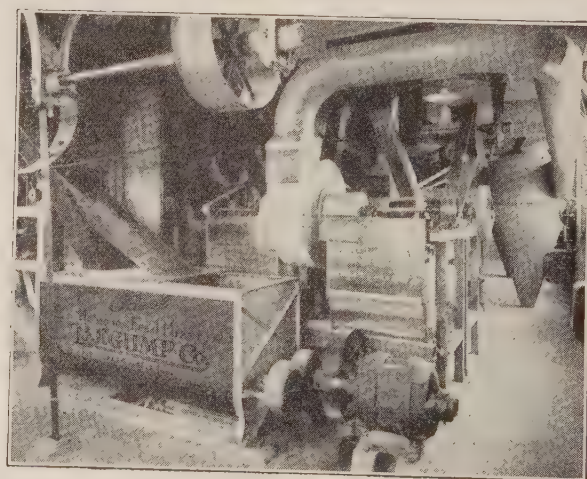
View showing Transfer Conveyor and Battery of Draver Feeders, operated by Master Drive, with percentage valves for delivering an accurate, proportional mixture of Poultry Feed.



View showing a battery of Bar-Nun Grinders, reducing tailings, corn, barley and oats to a fine, soft feed.



View showing Heavy Duty Roller Mills with "Le-Page" Patent Corrugation, making 96% cracked corn, with only 4% feed meal. Molasses Pump and Dumping Hopper for Alfalfa to left of Mills.



View showing "Ideal" Molasses Feed Mixer direct connected, also Niagara Aspirators for Aspirating Poultry Feed before sacking.

## B.F. GUMP CO.

50th Year-1872-1922

439-451 So. Clinton St.

::

CHICAGO, ILLINOIS



## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.25; to Canada and Mexico, prepaid, \$2.75.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, MAY 25, 1922

WHEN I SAW YOUR CAR leaking grain in transit I reported it to the Grain Dealers' Journal. Please reciprocate.—A Shipper.

THE LARGE RECEIPTS of wheat at country and primary markets this month would seem to prove that the farmers and the country elevator men are thoroughly convinced that the country will have a fair crop of wheat.

SEVERAL RAILROADS are now promising reduced rentals and revised leases for grain elevator sites on railroad right of way, so it would be to the advantage of every grain elevator operator who has a lease expiring soon to hold off as long as possible before signing a new lease. In other words, he may profit greatly by delay.

CONCRETE BASEMENTS and water tight foundation walls are always desirable in every country elevator, but even the best cannot be expected to keep the Mississippi River out of your boots when it starts your way. Our friends at Kingston, Iowa, are going to have the name of their town changed to "Watertown." Our illustration shows it is fully warranted.

AT LAST the secret is out! Imitation stone siding does not have sufficient lap to enable builders to make it water tight, hence it should not be used on a grain elevator. Keep it off. We have more information regarding this problem in this number of the Journal and have the promise of other letters from men of experience. Elevator owners would profit by heeding the advice.

CHINCH BUGS encouraged by the excessive moisture of the present month are threatening to devour everything in sight, so it is up to the farmers to get out in force and destroy the pests.

DO YOU care to reduce the fire hazards of your elevator? If you are dead in earnest about it and want a lower rate of insurance on your plant and its contents, read the address of Mr. McCotter, which appears on Page 696 of this number and heed his suggestions. You will find it a profitable investment.

A NUMBER of wheat shippers of the Southwest who tried to hedge against their cash holdings would like to know, "When is a sale a hedge, and when is it speculation?" Anyone having charts elucidating this point are welcome to space.

IF YOU experience any difficulty in recognizing heat damaged kernels when handling wheat, read Chief Inspector Hart's address in our report of the Kansas meeting, on Page 689. It may help you to understand the difficulties of the licensed inspectors.

THE RECENT movement of grain has filled some houses so full of grain they have collapsed and again proved the folly of dealing with the barn builder and the silo pourer. Why accept a cheap imitation when you can buy a real elevator for a little more?

THE SILVER jubilees being celebrated by the state associations this month should bring encouragement to the wheat handlers of the Southwest, who have had little money to handle since "heat damage" specialists forced so many unexpected losses upon them.

LAW ABIDING citizens everywhere will commend most heartily the Baltimore grain merchants who put out of their office the so-called "inspectors" from the Federal Trade Commission who were discovered copying private correspondence. The present commission seems determined to convince the business men of the country that it was established for the purpose of wrecking business institutions, not for helping them.

AS THE MOVEMENT of the new crop approaches, grain elevator men whose facilities have been destroyed or worn out are getting busier and busier and wondering how the professional grain elevator builder can be so confoundingly slow. The work of improving the country grain handling facilities in the Southwest is at its height and the improving fever seems to be spreading to other territory very rapidly.

A MINNESOTA correspondent in "Letters" raises the point that explosions of dust in terminal grain elevators can be traced direct to dirty grain which is not subject to dockage for dirt. He argues that country elevator men remove the dust from grain which is subject to dockage, and of course his argument does have some force; but it would be better for all if no grain was loaded into cars at country stations until well cleaned. Every shipment would keep better, less corn would get hot in transit, all shipments would grade better, and no freight money would be wasted in transporting dust.

THE GREAT NUMBER of truck dumps being installed in country elevators proves conclusively that the grain dealers are convinced the farmers have not stopped buying trucks.

BROKERS WHO delay in sending account of sales to shippers until time for filing claims against carriers has expired sacrifice all right to any future business. Such procrastinators should be given a wide berth.

THE ASSOCIATIONS continue to be resolute in favor of lower inspection and lower weighing fees, but up to the present writing no reductions have been announced. However, the agitation is sure to bring results if kept going.

ALL ASSOCIATIONS would promote the interests of their members by adopting a by-law requiring all amendments to either by-laws or rules of arbitration and trade to be submitted in writing to members at least 30 days in advance of annual meeting before any change can be made. Hasty legislation generally results in ill-advised changes.

CORRESPONDENTS who desire the advantage of our "Asked-Answered" department will help our editorial staff and themselves by giving more of the essential facts bearing on each point involved. We are very glad to be of help to members of the trade and feel certain that we can be of greater help if more facts are sent with each query.

"WHAT THE local elevator pays for its share of the consumer's dollar" is not known by the average grain dealer; but if all would make a more conscientious effort to determine the actual cost of handling grain from farmers' wagons to market all would be operating on a wider margin than at present. The many failures of grain dealers during the last two years were not due entirely to falling markets. Lax methods and uncertainty regarding the cost of doing business led many grain elevator operators into unprofitable transactions.

THE KANSAS association, according to the report of its secretary, lost during the past year 88 members through failure. It was generally presumed in other sections of the trade that Kansas dealers did not suffer so much because much of the wheat of 1920 was moved before the markets declined and the grain dealers should have made enough to fortify themselves against later declines. The loss of the Kansas association is no doubt greater than that of any other state, partially due to its very large membership and largely due to the "heat damage."

THE EDGE BILL S. F. 3385 has not yet been enacted into law so the grain trade organizations are holding their sessions regularly without the consent of the Federal Trade Commission. To read a few of the regulatory laws proposed by members of Congress, one would think that all the criminals of the land had deserted our penal institutions and engaged in business. The law makers at Washington will continue to bombard the law abiding citizens back home with fool laws of this character until the business men show their resentment of the false charges by electing representatives with a little horse sense.



DID YOU GET your share of the free seed graft? If not, your representative in congress has overlooked a friend. The seeds are no good and you may get sunflowers when you plant pumpkins, but, you will enjoy the experience just the same. And by all means tell your congressman what you think of this graft in your choicest and most emphatic English!

NOTWITHSTANDING the farmers have been hit by the general deflation, many of them continue to buy stock in fake institutions which offer no real prospect of return of either capital or earnings. Even the U. S. G. G. salesmen are continuing their efforts to unload on the farmer. If the grain elevator operator would take it upon himself to enlighten his farmer patrons regarding some of these over-capitalized, non-productive schemes, it might result in the greater prosperity of the farmers of his neighborhood and save them from loss and dissatisfaction.

FULL CREW LAWS which require railroads to operate all trains with maximum crews, whether they be needed or not have been repealed in many States and no doubt will soon be repealed in all others. It is estimated that this law increased the operating expenses of New York railroads about three million dollars last year. In other words, the railroads were required to employ three million dollars' worth of labor for which they had no use. With such impracticable laws staring us in the face voters are prompted to exercise more discretion in the selection of their representatives.

ALL SCALES used in grain elevator work would be more reliable if given the care suggested by Mr. H. H. Alfrey on Page 685 of this number. Mr. Alfrey has been occupied for several years inspecting and repairing scales in country grain elevators, and the grain trade is indeed fortunate in having a man who is willing to pass on the results of his inspections to the elevator operators directly affected. His article contains many helpful hints that, if heeded, should result in more reliable weights for every elevator man, whether his scales are inspected as frequently as they should be or not. By watching for the faults and defects specified by Mr. Alfrey the elevator man can be his own inspector and know when he has reason to expect dependable results from his scales.

THE WIDE SPREAD MOVEMENT for the improvement of wheat in the Southwest is receiving prompt support from all grain trade agencies, so it seems certain that some good results will be registered on the crop of 1923. Every agency interested or identified with agriculture in any capacity is to be enlisted in this campaign for better wheat. Publicity campaigns are to be conducted through the press. Special wheat trains will be run to encourage the selection of better seed and special courses in wheat grading will be conducted in the hope of assisting wheat buyers and wheat growers to a clear understanding of what constitutes quality in wheat. The campaign is one which should result in much benefit to the wheat growers and make the marketing of wheat less irksome to the dealers.

DOUBLE INSPECTION of grain receipts at Kansas City will soon be discontinued if the Governors of Kansas and Missouri succeed in their proposed plan of having the grading of either state accepted just over the line. For years shippers have been called upon to accept double service and pay double fees, while one service is all that should be needed to market the grain. This move for economy and efficiency is to be commended and should be given every encouragement by the members of the trade.

### More Government In Business

Socialistic bills continue to flood Congress and one of the worst has been introduced by Congressman Summers of Washington, which authorizes the Secretary of Agriculture to establish "uniform standards of classification and inspection service, a market news service, a system of adjustment of disputes and a system of approved dealers and handlers for farm products."

If the government is determined to drive all honest men out of business then it must continue to increase its regulation and surveillance of business transactions. It may be that all men in business are suspected by the wise-aces at Washington of being dishonest, but that does not prove the suspicion or excuse the government's interference with business.

Every new bureau and commission not only increases the cost of government, but it greatly increases the cost of doing business. The lazy law makers not content with enacting laws requiring men to conduct their business honestly and prohibiting them from indulging in dishonest practice, first draft a bill attempting to outlaw all such transactions and then provide for an army of government employees to insure the enforcement of the law. The result is that the dishonest dealer who holds all laws in contempt operates under a different name and changes it as frequently as necessary, while the honest dealer, the man who needed no supervision or regulation is taxed to the uttermost to support the gang of inspectors and bureaucrats. When, oh when, will we get less governmental interference with honest business?

It has generally been the presumption the world over that the United States of America was the land of the free, but here is a member of Congress actually introducing a bill in the lower house which provides for "a system of approved dealers and handlers for farm products." In other words, the Secretary of Agriculture would be an autocrat and really dictate as to who shall be permitted to do business in this country. Is this a new Russia?

When business men rise up enmasse and fight such socialistic attempts to put them out of business the law-makers may apply themselves to the solution of the pressing problems of the government. Many of the hairbrained "statesmen" we send to Washington have no practical experience in business and no conception of the rights of business, but they feel they must do something so they simply strike out aimlessly, hopelessly, wrecking the established order of our commercial life and discouraging all business enterprise.

### Meaning of Decision Against Future Trading Act

The false pretence made by the agricultural bloc in enacting the Future Trading Act as a revenue measure was so transparent a fraud that the Supreme Court justices in the very beginning of their decision state, reluctantly, that it is impossible to escape the conviction that the law really was intended to regulate the Boards of Trade.

The man in the street, every member of the Board of Trade, every Congressman who voted on the bill and every farmer knew that was the real purpose of the law.

Nevertheless the ink was hardly dry on the decision before the petty politicians, Capper, McNary, Tinch, and our other misrepresentatives in Congress announced that they would immediately try to find some other clause of the Constitution under which by similar false pretence to enact a new bill imposing regulations that are not in the interest of the farmers or the consumers, that will not make for cheaper distribution of grain and that are not warranted by consideration of public policy or politics.

For the purpose of these demagogues it is not necessary that their proposed laws should have any justification in the Constitution. Such legislation may be most harmful to nine-tenths of our citizenship; and actually do damage to every farmer, if enacted, yet the demagogues are satisfied if they can cater to the ignorant prejudices of 5 per cent of the farming community. We believe that 95 per cent of the grain growers are not at all in sympathy with the attacks on the future trading system made by their misrepresentatives in Congress.

The demagogues propose to hang their new bill on the commerce clause of the Constitution, pretending to find in the court's decision a loophole in that direction; but the court said: "Sales for future delivery on the Board of Trade are not in and of themselves interstate commerce. They can not come within the regulatory power of Congress as such unless they are regarded by Congress as directly interfering with interstate commerce so as to be an obstruction or burden thereon."

Under the commerce clause of the Constitution it will be found practically impossible for the agricultural bloc to draw up a bill that will tax non-conformists and exempt from regulation those exchanges which consent to eat out of the hand of the Sec'y of Agriculture.

The Court left only two sections of the Act in force, 3 and 9, and did so not by an indorsement of their validity. These provide for investigations by the Sec'y of Agriculture and for a tax of 20 cents per bushel on privileges. They were not attacked by the attorney for complainants and the Court expressed no opinion thereon. Grain merchants who may object to furnishing the Sec'y of Agriculture information can go into court and have this section annulled. Any grain dealer who needs puts and calls in his business can have the court set aside this section also, as the tax is prohibitive and not a revenue producing measure, as pretended. The decision is published in full on pages 681, 682 and 683 of this number.



### Reduced Freight Rates

Everyone fully appreciates that business is being greatly retarded and restricted by the exorbitant transportation charges still being collected by the railroads. As has been frequently pointed out if freight rates are reduced the tax payers must make up the deficiency so in the end the people must make good on the government's guarantee of 6%.

The new 10% reduction which is called for by the ruling of the Interstate Commerce Commission this week does not apply to grain or grain products, although another reduction of 10% would be most welcome to the producers and shippers. The Secretary of Commerce had the temerity to suggest a reduction of 25% in coal freight rates, but as has been pointed out, under the existing wage scale that would bankrupt coal carrying lines. The sooner the government gets out of the transportation business, withdraws its guarantee and permits the railroad companies to operate their own properties, the sooner will transportation charges get back to pre-war levels.

At present there is no reason why the railroad companies should exert themselves to get traffic or develop new business, altho they would like to have it, and on a profitable basis. The government fixes railroad freight rates and fixes the wages to be paid to the men and has fixed the net revenue guarantee to the railroads at 6%, so little remains for the railroads to do except operate what lines they have. Our whole transportation system has been forced into a very discouraging situation by socialistic legislation.

Some time ago it was expected that we would have less government in business and more business in government, but the government seems to hesitate to withdraw from business. The interference of the railroads as with other lines of business greatly increases the cost of operation and handicaps the operators.

### "Heat Damaged" Wheat

The wheat handlers of the Southwest, through the surprising development of "heat damage" mania among the exporters and inspectors, have suffered heavy and unexpected losses. The licensed inspectors floundered about so much in the early part of the season that all dealers were kept at sixes and sevens as to what wheat would grade in any market. Few shippers had their wheat graded anywhere near their expectations, and the natural result was that many dealers were forced into bankruptcy by the quibbling of inspectors.

European buyers have not given much consideration to heat damage on the average crop and it is doubted that they insisted on the heavy discounts taken by the exporters. If the Bureau of Markets is to draw the line so sharply against "heat damaged" wheat, then it would seem to be up to the Dept. of Agriculture to educate the wheat growers of the winter wheat belt to take such care of their wheat as to escape this damage.

Before shippers start to bid on the new crop they will surely send in samples and get the grading of the so-called "technical experts" before making a bid on the farmers' wheat.

"Heat damage" has cost the wheat shippers

of the Southwest so dearly during the past year that it has come to be a nightmare with all of them, and many of the licensed inspectors who are bonded to carry out the grading regulations of the Bureau of Markets are disgusted with its attempts to secure the rigid enforcement of its hair-splitting interpretations of the rules governing the grading of wheat. No doubt the department's struggle to arrive at a uniform classification of skin-stained wheat has been confusing to all inspectors as well as to grain dealers and grain growers; but out of this contest, it is hoped, there will develop more positive regulations that will assist all to more nearly uniform interpretations of the rules. With a clearer understanding of what is to be demanded on the new crop, the trade should market it with less friction and fewer losses.

### The Galveston Differential

Galveston officials who have been seeking a differential freight rate which would divert more grain from New Orleans to that port will not find much encouragement in the emphatic resolutions adopted by the grain shippers of the Southwest. Everyone identified with the grain business in the Southwest fully recognizes that such a differential would force more grain through the port of Galveston and result in more delay, more holding of grain in cars and heavier losses to shippers who favor that port.

The addition of a million and a half storage to elevator B will not relieve the situation much. Many times last year embargoes against Galveston forced country shippers to hold grain that had been sold for shipment to that port, and thus tied up money and put them to expense for interest, storage and care of the grain that was very costly. In fact, many shippers paid out more for interest on shipments delayed than their profit on the grain amounted to.

In spite of the desire of the Galveston Commercial Ass'n to have all the grain in the Southwest exported through Galveston and in spite of the fact that the Santa Fe railroad continues to carry the major portion of the grain delivered, the Santa Fe railroad has no depot facilities in or near Galveston for handling bulk grain. It is true, that some of the more enterprising officials of the Santa Fe induced it to buy a site for a grain elevator in Galveston some 10 years ago, but its parsimony has shut off the funds needed to provide the five million bushel re-inforced concrete elevator that it should have to take care of the grain entrusted to it for delivery at Galveston.

Transportation experts have long since pointed out that the Santa Fe paid more in the delay of its own rolling stock than it would have paid for a modern fireproof elevator had it built it 10 years ago. Its dog in the manger policy against the development and growth of the port of Galveston, ill-becomes a carrier that for years had been favored with more than 50% of the grain shipped to Galveston.

One would expect a railroad with any enterprise whatever to provide every facility needed to promote and foster its freight

traffic, but here the Santa Fe has fallen short of what is dictated by its own interests and by the interest of its best patrons. If some one were to build a few feeders for the Kansas City Southern, we feel certain that Santa Fe would build a dozen modern elevators at Galveston, rather than see its grain traffic go to Port Arthur.

### Would You?

If you wished to educate your children to teach others would you send them to a normal college whose instructors had confined their studies and investigations to the cost of operating schools and the margin of profit on which they handled students?

No, of course not. You would select a college whose instructors were masters of modern pedagogical methods and practices.

If you wished your son trained in the marketing of grain would you expect him to gain a practical understanding of your business by sending him to Manhattan College where the instructor seems to have confined his study of marketing problems to an investigation of the margins on which regular dealers buy grain from farmers and to the collection of reports from dealers on admitted costs of handling grain?

We have been unable to discover how such information would be of any help to either the students or instructors of Manhattan College, in solving the problems of marketing grain.

To men of experience in the marketing of grain, seasoned merchants, detailed statements of the cost of operating a grain elevator carries a real message, and should help all such to correct some of the expensive practices in their own business. In studying other dealers' statements the experienced dealer is quick to realize what has been sacrificed to bungling methods and loose practices, and it helps him to attain greater efficiency in his own business, but such statements mean little to either the student or instructor who has not had practical experience in marketing grain.

If Manhattan College is truly ambitious to help its students to efficiency in any line of business then it would promote that work most by sticking to the fundamental branches needed in all lines of commerce. Investigating the profits of any class of merchants may assist the unprincipled agitator to make it unpleasant for some of those merchants, but it will not help the investigator or his students.

While Prof. Green's pledge of secrecy of the information confided to him by the grain elevator operators of Kansas may be made in good faith, he might be displaced by a meddler who would delight in peddling the statements where they would be twisted into red rags and flouted in the faces of your best patrons. Grain dealers who are willing to give out private information about their business should take the precaution to talk only to friends and in confidence. The trade journals, the trade ass'ns, and practical experience, have long been recognized as the only schools that have rendered effective assistance to the commerce course graduates seeking to attain efficiency in their chosen line of business.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### What Is Discount on No. 5 Corn?

*Grain Dealers Journal:* What is the difference in price between No. 2 yellow corn and corn graded as follows: No. 5 yellow, 16.4 moisture, 10% damaged?—Farmers Elevator & Produce Co., Bad Axe, Mich.

**Ans.:** The discounts on the lower grades of corn are not fixed as were the wheat discounts during the war. They fluctuate with the demand for the different grades. Discounts are wider on days when there is a more liberal supply of low grades.

On May 22 at Chicago, for example, corn by sample was quoted at 61½ to 62¾ for No. 2 yellow, and 60 to 60½ for No. 5. Quite often the discounts are heavier.

### Trouble Getting Chicago Radio Markets?

*Grain Dealers Journal:* We have a cable, antenna 190 feet long, 60 ft. high, 21-plate variable condenser hooked in the lead-in, grid and plate variometer, variocoupler with 15 switch points, detector tube and two stages of amplification.

We have been able to pick up Detroit and Toledo at most any time, the former either on a 360 or 485 meter length; but we have been unable to get Chicago, the very place that we built for. Our local people that have had one or two years' experience are unable to give us any information how to tune or add to our machine so that we can be sure to get Chicago. We would appreciate any information with the data at hand.—The Robinson Grain Co., Deshler, O.

**Ans.:** The trouble is most likely due to weakness of the Chicago sending station and its low aerial; defects which are being remedied as reported under "Radiographs" elsewhere in this number.

### Who Bears Loss in Transit?

*Grain Dealers Journal:* We sold the Jones Grain Co. two cars of wheat f. o. b. Frederick, Okla., billed to Oklahoma City as the destination according to our confirmation, and we were to guarantee weights and grades at that point.

These two cars of wheat were sold by the Jones Grain Co. to the Smith Grain Co. at Oklahoma City, who paid the freight and rebilled one of the cars to New Orleans, La., and the other to Shellabarger, Kan.

At the final destinations there was a shortage and the Jones Grain Co. drew on us for the loss in weights on these two cars at the later points. The expense bills show that the Jones Grain Co. did not have anything to do with this wheat after it left Oklahoma City.

We contend that we were not liable for any loss in weights and grade after the Smith Grain Co. took charge at Oklahoma City. We would like to have the Journal's ideas as to a case of this kind.—Whitelock & Holloman Grain Co., Frederick, Okla.

**Ans.:** A similar case is that of Piqua Milling Co. v. P. M. Gale Grain Co., where a car of rye was sold on Cincinnati inspection and Atlanta weights; but was never weighed at Atlanta, the only weights given by buyer being Toledo weights. The arbitration com'tee of the Grain Dealers National Ass'n in this case decided that the shipper was entitled to settlement on his own weights. This results from Rule 15 of the G. D. N. A. that "Grain sold on the basis of regular market terms cannot be forwarded to interior points by the buyer without the consent of the seller."

The shipper has a right to specify in the contract where his responsibility shall end. The claim of the Jones Grain Co. has no merit whatever.

### Limitation on Collection of Freight Undercharge?

*Grain Dealers Journal:* Four years and nine months after the shipment was made the railroad company now comes after us for \$60.84 on the ground that the rate should have been figured on the basis of the sum of two locals instead of the thru rate.

The firm we sold to paid the assessed freight charges and we supposed the deal was closed.

Is not there some limit on the time in which the railroad company can make claim for undercharge?—Bower, Brown & Baxter Elevator Co.

**Ans.:** Paragraph 3 of Sec. 16 of the Interstate Commerce Act, as amended Feb. 28, 1920, provides:

"All actions at law by carriers subject to this act for recovery of their charges, or any part thereof, shall be begun within three years from the time the cause of action accrues, and not after. The cause of action in respect to a shipment of property shall, for the purposes of this section, be deemed to accrue upon delivery or tender of delivery thereof by the carrier, and not after."

### Liability for Undercharge in Freight?

*Grain Dealers Journal:* We note with considerable interest an item in your recent publication concerning the attempt of the carriers to collect under charge in freight from the consignee of shipment which had apparently been entirely closed months before presentation of the alleged under charge.

This specific case in question is published by C. P. Blackburn & Co., Baltimore, Md. Our concern is now presenting a similar case in which the carrier is presenting a bill on April 1, 1922, for alleged under charge of freight on a shipment dated July 9, 1920, and amounting to \$498.85, the car having originated in the Southwest loaded with milo and re-consigned here to Elmira, N. Y. The railroad is now demanding this freight from us inasmuch as the shipper and original consignee at Buffalo from whom we purchased this have been adjudicated bankrupt.

We would thank you very much for an expression of opinion as to what course would be the best to pursue in this matter.—A. C. Davis, Inc., Buffalo, N. Y.

**Ans.:** If A. C. Davis, Inc., were concerned in the handling of this car as consignee or consignor they are liable for the undercharge to the same extent that they were holden for the freight first assessed. About the only opportunity to get out of paying the undercharge is presented when the defendant is merely the notify party, as in the case given on page 378 of the Journal for Mar. 25, where the Supreme Court of New Jersey decided against the railroad company.

### Failure to Stop for Inspection.

*Grain Dealers Journal:* A party entered into a contract to buy one car of No. 1 wheat f.o.b. points on the W. F. & N. W. Ry. to be shipped to Kansas City, Mo., car to be stopped at Enid, Okla., for inspection (Enid was buyers headquarters). The railroad company failed to stop car at Enid for this inspection and buyer refused to accept on his contract as the contract was not filled account car not being stopped for inspection.

Car moved into Kansas City and was sold on the open market at a great loss to the brokers. The car inspected at Kansas City Spl. 60 with 2c discount for grade. The party at Enid, Okla., states that the L. W. would not have given him cause for rejection as it is the trade rules that the L. W. infestation can be remedied by cleaning and still leave the wheat grading No. 1.

A claim has been entered with the railroad for the difference of the contract price and the price it did bring at Kansas City but it has declined settlement on the claim. The proposition is this, had the car been stopped at Enid for inspection it would have shown up to be No. 1 and buyer would have applied on contract, but as the car failed on this he would not accept on contract.

Are the carriers responsible for this and can the Journal refer us to any court decision that will apply. The claim in question amounts to \$1,155.38.—Sharon Grain Co., Woodward, Okla.

**Ans.:** When a seller has loaded the car with the grain called for by the contract and given the railroad company billing instructions he has filled his part of the contract, on a sale f. o. b. point of origin. If the seller gave the railroad company instructions to stop at Enid for inspection, he did so as buyer's agent, and seller is not responsible for the failure of the railroad company to follow instructions, and buyer was wrong in rejecting the car. Buyer, however, had a right to reject the car for failure to grade, unless the contract provided he would take lower grades at a discount.

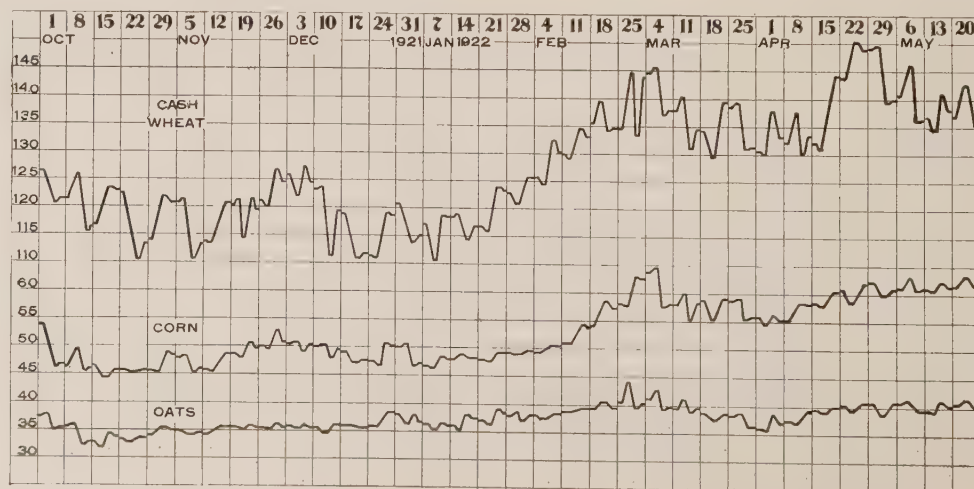
Whether buyer rightly or wrongly refused the car it became seller's duty, on notification of rejection, to handle the car to the best advantage. Unless the wheat was graded No. 1 as required by the contract the seller would have no claim against buyer.

There are no court decisions holding a railroad company responsible for buyer's wrongful rejection of a shipment, or for the failure of a shipment to grade contract. The carrier is liable for failure to stop in transit as ordered, altho there are no decisions on this specific point. Its liability for such failure is limited to damages for which the failure was the proximate cause; and the party to make claim is the buyer, assuming that the grain graded contract.

Even as to the grade, conceding to buyer that the grain was not delivered at the point

### Cash Wheat, Corn and Oats Fluctuations from Sept. 26 to May 20.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.





where it was to be stopped for inspection, this provision is as much for the protection of the seller as the buyer. When the buyer failed to furnish certificates at the named point the shipper could insist on his own grades. This point is covered in the arbitration case of D. G. Stewart & Geidel v. John Wickenhiser & Co. Wickenhiser sold Geidel a car of corn delivered Pittsburgh. Without getting Pittsburgh weights and inspection Geidel rebilled the car to Winchester, Va., where the corn was alleged to be short in weight and damaged. The arbitration committee of the Grain Dealers National Ass'n held that "plaintiffs can not set aside the express stipulation of the contract that Pittsburgh weights shall govern, and the purchaser under such contract must furnish such certificates of weight and inspection issued under authority of the Pittsburgh Produce Exchange, or accept the weights and inspection furnished by the other party to the contract."

## Imitation Stone Siding Cannot Be Made Water Tight.

*Grain Dealers Journal:* I was much interested in your "Asked-Answered" column, page 596, May 10th number, "How to nail metal siding."

Apparently the answers have all been given on the spur of the moment and only one or two of the answers consider at all the conditions and kind of siding referred to. You will note the enquiry states "imitation stone siding."

Our opinion is that imitation stone siding cannot be made water tight, as the iron is not stamped or fabricated to allow enough lap especially at the ends.

In order to be sure of waterproofing with this siding we would use building paper under it. One inch sheathing will not hold 1" nails any great length of time regardless of the kind of siding put on.

Nails for putting on any kind of steel siding should be No. 9 gauge, two inches long, barbed, galvanized and with large heads. On studded buildings these nails should be clinched on the inside where they do not hit a stud.

The matter of nailing corrugated siding has been pretty well covered.

The Windsor Grain Company's trouble, in our opinion, is either short nails or old sheathing or both. Furthermore, our opinion is that inexperienced contractors or labor was employed.

It seems that some people consider it a crime to pay an experienced contractor a profit for doing a job; others consider it a crime to go away from home to get some one to do a job that local help knows little or nothing about.

This is not aimed at the two questioners in this case, but their difficulties bring to mind

other instances we know of in the past 22 years' experience we have had.

We believe the Grain Dealers Journal is doing more to promote good building in the country trade than any other medium.—Very truly, P. F. McAllister & Co., by P. F. McAllister, Bloomington, Ill.

## Who Bears Loss in Transit?

*Grain Dealers Journal:* Last fall I sold a car of No. 1 hard winter wheat on Kansas City weights and grades; but the car was wrecked in the Kansas City yards and the railroad company recovered \$683.83 worth of the wheat as salvage.

I did not sell directly to Kansas City buyer, but to a local dealer who resold to the Kansas City man. The local dealer had paid my draft for \$1,250 and he in turn had drawn on the Kansas City man for \$1,250.

After the wreck the Kansas City firm drew back on the local dealer but he did not pay as he was bankrupt; and the Kansas City firm then made claim against the railroad company and was paid first the \$683.83 salvage and then the balance. The local dealer drew back on me for \$566.18. I am out.

Is my B/L the same as any other collateral or did I surrender my rights? Has the Kansas City man a right to file claim in his own name without the shipper's consent?—J. S. Ream, mgr. Minden Grain Co., Minden, Neb.

**Ans.:** The shipper having sold delivered Kansas City is responsible for the loss of the grain to the party on whom he made draft. As the car was wrecked in transit the shipper is in the position of never having filled the contract, unless the buyers were willing, as they seem to have been, to accept the part car. Having paid for the grain and received the B/L title passed to the buyers, who had a right to make claim against the railroad company for their loss.

The buyers failed, however, to give the shipper Kansas City weights as called for by the contract and the shipper has a good claim against the local dealer and the Kansas City firm jointly for the full amount loaded into the car at his elevator. That is, the Kansas City firm should have settled with the seller on the basis of the seller's own weights and then filed a shortage claim against the railroad company for this full amount, as the carrier is liable for the full amount loaded into the car at the point of origin.

As the case stands now the shipper should figure what his grain was worth at the contract price for the full amount loaded and demand payment of the Kansas City buyer, who will have to bear whatever loss he is unable to collect in full from the railroad company. When the Kansas City buyer assumed to make claim, pay draft and collect damages it likewise assumed its contractual obligation to the shipper, having succeeded him as the owner of the grain.

## Activity in Chicago May Wheat.

One million bushels of wheat was loaded into lake vessels at Chicago May 23 and 24 and additional room for 1/4 million bushels was chartered. Inspections May 23 included 364 cars of hard and 119 cars of red. In two days 202 cars of No. 3 yellow hard have been taken out of private elevators for delivery in cars on track on May contracts.

For the balance of the month railroads running to the Missouri river markets have notified grain men that solid train loads of grain will be moved to Chicago in 24 hours.

For several weeks grain has been moved regularly from the Missouri river to Chicago in 28 to 30 hours.

Carlot deliveries carry a demurrage charge of \$3.00 per day for the first four days and \$5.00 thereafter. No elevator space remains where cars can be unloaded.

Final settlement cannot be made until grain has been unloaded and final weights ascertained.

To DISCOVER how the European corn borer makes its way from Canada to the southern shore of Lake Erie the department of agriculture contemplates stationing a number of entomologists at Sandusky, O.

THE HOUSE May 13 voted to eliminate from the Post Office Appropriation bill the Senate amendment providing \$50,000,000 for the construction of post roads during the fiscal year 1923 and \$65,000,000 for the fiscal year 1924, and \$75,000,000 for 1925, with \$7,500,000 for forest roads for each of the fiscal years 1923 and 1924. Through a motion by Representative Slem, the House substituted the provisions of the Dunn Road bill, which recently passed the House, making available \$65,000,000 for the fiscal year 1923 and \$75,000,000 for 1924 for post roads, and \$6,500,000 for forest roads for the fiscal year 1924.

## Coming Conventions.

May 26, 27. Texas Grain Dealers Ass'n at Fort Worth.

May 29, 31. Southern Seedmen Ass'n at New Orleans, La.

May 31, June 1, 2. Millers National Federation at Kansas City, Mo.

June 19, 20. Wholesale Grass Seed Dealers Ass'n at Chicago.

June 21, 22. Ohio Grain Dealers Ass'n at Cedar Point, O.

June 21, 22, 23. American Seed Trade Ass'n at Chicago.

July 25, 27. National Hay Ass'n at Cedar Point, O.

Oct. 2, 3 and 4. Grain Dealers National Ass'n at New Orleans, La.

## Exports of Grain Weekly.

(From Atlantic and Gulf Ports, in Bus., 000 Omitted.)

	Wheat.		Corn.		Oats.	
	1921.	1920.	1921.	1920.	1921.	1920.
Jan. 7..	5,484	9,429	3,008	504	341	249
Jan. 14..	5,747	6,457	2,651	264	430	185
Jan. 21..	5,455	4,782	3,363	1,029	602	139
Jan. 28..	3,473	6,257	5,937	1,130	465	237
Feb. 4..	3,215	8,814	4,712	1,476	237	195
Feb. 11..	2,499	5,131	4,770	1,240	313	150
Feb. 18..	3,803	4,776	4,851	1,155	370	312
Feb. 25..	4,731	3,968	5,058	1,518	650	125
Mar. 4..	5,484	5,469	6,351	3,153	348	209
Mar. 11..	3,349	4,390	5,365	2,182	741	68
Mar. 18..	4,630	4,847	4,312	2,720	864	289
Mar. 25..	3,279	2,750	3,778	3,299	1,109	62
Apr. 1..	3,884	5,437	4,754	1,844	655	262
Apr. 8..	3,523	4,879	3,519	1,362	716	112
Apr. 15..	1,489	4,795	3,946	1,919	839	264
Apr. 22..	1,087	3,764	3,143	1,039	689	616
Apr. 29..	2,660	5,879	2,634	2,696	1,133	583
May 6..	1,921	8,190	1,733	2,038	638	913
May 13..	2,679	4,881	2,572	1,463	1,069	951
May 20..	4,257	7,071	1,406	1,855	2,393	1,549
July 1..	2,655,708	326,617	140,251	39,588	30,474	11,391

Total since July 1.. 258,772 314,655 136,273 36,270 27,012 11,891

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for July delivery at the following markets for the past two weeks have been as follows:

	JULY WHEAT.											
	May 10.	May 11.	May 12.	May 13.	May 15.	May 16.	May 17.	May 18.	May 19.	May 20.	May 22.	May 24.
Chicago	121 1/4	126 3/4	126 1/4	125	125 3/4	128 3/4	127 1/4	126 1/4	124 1/4	123 1/4	125 1/4	122 3/4
Kansas City	115 1/4	118 1/4	117 1/4	116 3/4	116 3/4	119 1/4	118 1/4	117 1/4	116	115 1/4	117 1/4	114 1/4
St. Louis	121	123 1/4	123	121 3/4	122 1/4	125 1/4	123 1/4	122 1/4	121 1/4	120 1/4	120 1/4	119 1/4
Minneapolis	142 1/4	145 1/4	145 1/4	145 1/4	144 1/4	147 1/4	146 1/4	144 1/4	142	140 1/4	141 1/4	140 1/4
Duluth (Durum)	124 1/4	128 1/4	127 1/4	126 1/4	126 1/4	129 1/4	127 1/4	125 1/4	123 1/4	123 1/4	125 1/4	123 1/4
Winnipeg	137 1/4	139 1/4	138 1/4	138 1/4	139	141	139 1/4	138 1/4	136 1/4	135 1/4	137 1/4	137 1/4
Toledo	126 1/4	129	128 1/4	127	126 3/4	137 3/4	128 1/4	128	126 1/4	126	128	125 1/4
Milwaukee	124 1/4	127	127	125	125 1/4	128 1/4	127 1/4	126 1/4	124 1/4	123 1/4	125 1/4	122 3/4
	JULY CORN.											
	May 10.	May 11.	May 12.	May 13.	May 15.	May 16.	May 17.	May 18.	May 19.	May 20.	May 22.	May 24.
Chicago	64 1/4	65 1/4	64 1/4	64 3/4	64 3/4	65 1/4	64 1/4	64 1/4	64 1/4	64	64 1/4	63
Kansas City	58 1/4	59 1/4	58 1/4	58 1/4	58 1/4	59 1/4	58 1/4	58 1/4	58 1/4	58 1/4	58 1/4	57 1/4
St. Louis	62 3/4	63 3/4	63 1/4	63	63	63 3/4	63 3/4	63	62 1/4	63	62 1/4	61 3/4
Milwaukee	64 1/4	65 1/4	64 1/4	64 1/4	64 1/4	65 1/4	64 1/4	64 1/4	64 1/4	64 1/4	64	63
	JULY OATS.											
	May 10.	May 11.	May 12.	May 13.	May 15.	May 16.	May 17.	May 18.	May 19.	May 20.	May 22.	May 24.
Chicago	39 3/4	40 1/4	39 3/4	37 1/4	37 1/4	40 1/4	40	39 1/4	39 1/4	38 1/4	39	38 1/4
Kansas City	38 3/4	39 1/4	39 1/4	39	38 3/4	39 3/4	38 3/4	38 3/4	38 3/4	37 3/4	38 3/4	37 1/4
St. Louis	40 1/4	41	41 1/4	39	39 1/4	40	41 1/4	41	40 1/4	40	40 1/4	39 1/4
Minneapolis	35 1/4	36 1/4	36 1/4	35 1/4	35 1/4	36 1/4	36	35 1/4	35 1/4	35 1/4	35 1/4	34 1/4
Winnipeg	51 1/4	53 1/4	53 1/4	55 1/4	56 1/4	54 1/4	53 1/4	53 1/4	53 1/4	53 1/4	54	54
Milwaukee	39 3/4	40 1/4	39 3/4	39 1/4	39 3/4	40 1/4	40	39 1/4	39 1/4	38 3/4	39	38 1/4
	JULY RYE.											
	May 10.	May 11.	May 12.	May 13.	May 15.	May 16.	May 17.	May 18.	May 19.	May 20.	May 22.	May 24.
Chicago	103 3/4	106 3/4	107 1/4	107 1/4	108 1/4	109 3/4	109 3/4	108	107 1/4	105 3/4	104 1/4	104
Minneapolis	94 3/4	96 3/4	97 1/4	97 1/4	98 3/4	101	100 1/4	98 3/4	97 3/4	95 3/4	96 1/4	94 1/4
Duluth	99 3/4	102 1/4	103	103 1/4	104 1/4	106 1/4	105 3/4	104 1/4	103	101 1/4	100 3/4	100 1/4
Winnipeg	103 3/4	105	107 1/4	108	109 1/4	113 3/4	112	110 3/4	106 3/4	106 1/4	108	108
	JULY BARLEY.											
	May 10.	May 11.	May 12.	May 13.	May 15.	May 16.	May 17.	May 18.	May 19.	May 20.	May 22.	May 24.
Chicago	60 1/4	60 1/4	60 1/4	60 1/4	60 1/4	60 1/4	59 3/4	60	59 3/4	59	59 1/4	60
Minneapolis	69 1/4	70 1/4	70 1/4	69 3/4	70 3/4	70 3/4	70 3/4	69 3/4	69 3/4	68 3/4	68 3/4	69 1/4



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Ottawa, Ont.—The area reported as sown to wheat in Canada last fall was 842,400 acres, of which 790,200 acres were in Ontario, 36,100 acres in Alberta and 16,100 acres in British Columbia. The proportions winter killed are reported as 10% in Ontario, 15% in Alberta and 4% in British Columbia, making the average for the Dominion to be 10%. Deducting the areas reported as winter killed leaves the area under fall wheat to be harvested in 1922 for Canada at 757,400 acres, as compared with 720,635 acres in 1921. For Ontario the harvested area will be 711,200 acres as against 621,420 acres last year, for Alberta the harvested area is 30,700 acres as against 35,114 acres last year, and for British Columbia 15,500 acres as against 14,101 acres last year. In the west the nights have been cold and frosty and the spring has opened rather late. At the beginning of May, however, the land was drying up nicely, and seeding was becoming general under excellent conditions, with plenty of moisture in the soil for germination. In the east the spring is also backward, and in the three maritime provinces seeding had not begun. In the other six provinces the proportion of spring wheat sown by May 1 was 28%, as compared with 32% last year and 43%, the average for the ten years 1912-21; of oats 9% as against 11% last year and 18%, the ten-year average, and of barley 7% as against 7% last year, and 14%, the ten-year average.—R. H. Coats, statistician, Dominion Bureau of Statistics.

### COLORADO.

Denver, Colo., May 18.—The wheat acreage was increased about 10% last fall and while in most of the territory the growing crop is showing up well, there are a few places where it is not so good and the crop as a whole is two to three weeks late. However, we believe we will raise about the same amount of wheat this year as last.—T. D. Phelps Grain Co.

### ILLINOIS.

Homer, Ill., May 10.—Oat acreage about 85% of normal. Corn acreage about 100%. No planting done yet. Farmers will plant and plow all at the same time. Oats just seeded within the last two weeks; looks good and coming fast; showers are just what is needed to soften the ground after the past floods.—A. C. Kaiser Co.

Springfield, Ill., May 24.—Moderate temperatures, intermittent showers and ample sunshine during the week were generally favorable to farm activities and crop development. Corn planting is about one-half completed and many fields are coming up to good stands. The condition of winter wheat is very good to excellent generally and the color is improving. Many fields are heading. Growth is rank and some lodging is reported.—H. Merrill Wills, Meteorologist.

### IOWA.

Des Moines, Ia., May 16.—About two-thirds of the corn has been planted, ranging from nearly completed in the upper Racoon Valley to less than half done in the extreme south central, extreme northeast and extreme northwest counties. Much of that planted in the last 10 days in the western half of the state lies ungerminated in the dry soil. Oats that were up before the dry weather came have made fair progress, but in the drier west central and northwest counties in many fields the oats still lie ungerminated in the dry soil. In Crawford county some land seeded to oats has been plowed up and will be planted to corn as it is believed to be too late for these oats to grow and make a crop. The drouth is opening large cracks in the soil. Winter wheat and rye need rain but are not suffering seriously. Rye has begun to head out in the southern counties.—Chas. D. Reed, director Iowa Weather and Crop Service.

### KANSAS.

Galina, Kan., May 10.—Crops look around 10% in this vicinity.—Western Star Mill Co., F. O. Jones, mgr.

Ellsworth, Kan., May 13.—Wheat crop prospects good; about 85% acreage.—Joseph Janousek.

Cedarvale, Kan., May 12.—Crops look good except backward account too much rain.—F. M. Hubbard and L. C. Adam Mercantile Co.

Topeka, Kan., May 19.—Kansas has a prospective yield of 108,560,000 bus. of winter wheat this year, or an average of 13.05 bus. per acre on the acres left for harvest, according to the consensus of the Board's correspondents. Should this yield be realized, it would be 19,541,000 bus. under last year's production, 32,081,000 bus. less than in 1920, 37,235,000 bus. less than in 1919, 1,245,000 bus. less than the five-year average ending with 1921, and would rate as the state's fifth largest crop. The acreage in spring wheat is probably about the same as last year, when 15,000 acres were sown. The condition of the spring wheat averages high, 90.2. The corn acreage will probably amount to 4,775,000 acres, or 8% more than last year, and the largest since the 5,137,238 acres planted in 1920. Increases are found mainly in the regions suffering the heaviest losses in abandoned wheat. The planting of corn has been delayed by wet weather, and not more than about 40% of the contemplated corn acreage has been put in altho this work is now swiftly progressing. The weather has been too cold and wet for the best growth of corn. As a matter of fact there is so little of the crop showing above ground that there is practically no base as yet for a state-wide condition report of any reliability or significance. Hence, none is attempted at this time. The alfalfa prospect is in marked contrast with that of a year ago, when its condition averaged 59.2, the lowest ever reported for May, and as compared with its present rating of 93.7, or 34.5 points higher. The average condition of oats on the 1,487,000 acres probably sown is 82.1%, as against 72.9% a year ago, on 1,923,000 acres, and as compared to 83.09 reported last month. Condition of barley is 92.9 on an acreage increased 16.7%, or 845,000 acres. Its condition a month ago was 92.6, a year ago 73.5, and in May, 1920, 90.2. The acreage planted to the sorghums (all kinds) is expected to approximate 1,884,000 acres, or 7% more than last year. Only a small proportion, possibly 8%, has been planted as yet. Indications are that the sudan grass acreage will be largely increased over a year ago.—J. C. Mohler, sec'y State Board of Agriculture.

### MINNESOTA.

Rothsay, Minn., May 10.—Crop prospects good.—National Elvtr. Co.

Gaylord, Minn., May 8.—Crops are in fine condition except winter wheat not very good; rye looks fine, also spring wheat.—Geib Elvtr. Co., J. Geib, mgr.

Minneapolis, Minn., May 24.—The outlook for good small grain crops is very promising. The districts that have suffered severely from drought for several years past have been favored with abundant moisture this season. In some places where the ground is flat or low the excessive moisture has damaged the early sown grain. Part of this has been re-seeded and the amount of damage will make but little change in the final results. Parts of western North Dakota and eastern Montana that have suffered severely from grasshoppers during the past two years appear to be quite free of them at present. The season has been backward in Montana, but most of the seeding has now been accomplished. The ground, as a rule, is in fine condition and the outlook promising. In the southern half of the territory, wheat, oats and barley have a good color and a heavy stand. In parts of Minnesota and South Dakota the rye crop is headed out, and has a fine appearance. The planting of corn has been considerably delayed and there is still a small amount to be done in the southern district. Some of the early planted corn in Minnesota and South Dakota is now above ground. In northern Minnesota and North Dakota corn will be late, but as most of it is used for local feeding purposes, with favorable weather there is plenty of time to produce a normal crop.—Van Dusen-Harrington Co.

### MISSOURI.

O'Fallon, Mo., May 11.—Condition of growing wheat favorable except on low lands where flood damage is extensive. Very few oats sown account of excessive rains. Acreage of cowpeas will be very large. Corn planting progressing satisfactorily.—Farmers Co-op. Elvtr., Isaac Madding, mgr.

Clinton, Mo., May 11.—Wheat is looking fine; only the flooded bottom wheat will not recover.—Mann Grain Co., F. L. Cook, sec'y-treas.

Bedford, Mo., May 12.—Wheat looks better than 100%; oats poor, not over 50%; corn now being planted, ground in fair condition.—Bedford Grain Co.

Bozeman, Mont.—In the northern and eastern part of the state reports of impending grasshopper epidemics are on the increase. Eggs have been found in prime condition for hatching. In the Gallatin Valley the cut worm has put in his appearance. Altho not many large fields have been entirely destroyed, the infested areas are increasing in size. In some sections small fields have been re-seeded, and others partially. The spots appearing in other fields are increasing daily in size and the farmers cannot determine how much will be finally left of them when they get thru seeding the balance of their ground to spring wheat. Deep and long-lying snows have killed several fields of grain in the northern half of the valley. The wheat does not show any thrift and altho the spring has been backward, winter wheat usually does not succumb as easily as it apparently does this spring. The acreage was far above the normal in this section.—Gallatin County Union.

### NEBRASKA.

Barnston, Neb., May 6.—Wheat looks like a half crop. Corn planting about half done.—S. J. Douglas.

Dorchester, Neb., May 18.—Dry and need rain badly. The wheat and oats and pastures are suffering.—Dorchester Farmers Co-op. Grain & Live Stock Co., E. M. Olds, mgr.

Dorchester, Neb., May 22.—We are getting a steady rain at this writing and not a day too soon as the wheat is heading and very brown. Some damage but with continued favorable weather, it will come out wonderfully.—E. M. Olds.

Superior, Neb., May 15.—Wheat is now doing very nicely and with favorable weather conditions from now on we should raise about 60% of a crop in our immediate territory. However, Jewell County, to the south of us, will not raise 25% of a crop. Oats and barley are showing up in fine shape and with favorable weather we should have a good crop of both of these. Corn planting is at full blast and should be completed within ten days or two weeks and the soil is in good condition so that it should come along fine. The harvest of small grains in this section will perhaps be from ten days to two weeks later than last year, judging from present indications.—Superior Mlg. Co., H. S. Nelson, mgr.

### NORTH DAKOTA.

Sanborn, N. D., May 13.—Crop conditions could not be better. Rye acreage is more than double compared to a year ago.—J. H. Wink.

### OHIO.

Huron, O., May 11.—Crop prospects good in this district.—DeLacy Mathews, mgr. Avery Elvtr. & Grain Co.

### OKLAHOMA.

Alva, Okla., May 12.—Crop condition in Woods County about 70% acreage.—Crowell Bros.

Alva, Okla., May 20.—Prospects good for crops of extra quality wheat.—Alva Roller Mills, C. S. McGinnes, mgr.

Lawton, Okla., May 19.—Lot of bad weather here but clear last day or two. Wheat is very poor in this immediate locality; a good part of it plowed up. We have some stations that will make good wheat.—Western Grain Co.

Enid, Okla., May 15.—Wheat from Oklahoma City to Watonga via Rock Island thru El Reno has been so seriously damaged by green bugs it will hardly return the seed. Many fields will not be harvested. From Dover north to this point conditions are better and the crop will be about average, except in occasional fields. Near Enid it is good.—Cal.

Nowata, Okla., May 13.—We have had several days of real sunshine and farmers are able to get in the field to plow their corn and finish planting. Our oats acreage is less than last year, but the crop looks better. Wheat is much better than last year with the exception of the river bottom which was drowned out by the floods. Our acreage is about the same.—A. D. Young.

### SOUTH DAKOTA.

Bonesteel, S. D., May 20.—Small grain looking good here. Corn nearly all planted.—Farmers Grain Co.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### The Grain Dealer's Opportunity.

*Grain Dealers Journal:* The writer has just returned from a little trip East of Sioux City, and I think you will be interested in what I learned from personal interviews with the grain dealers. They are optimistic, and many are expressing the opinion that from now on is the Grain man's opportunity; that is, it is a good time to "stick" to this business, or to enter into it. They predict a steadily advancing market for all grain, and if the corn crop is assured, it will add to his prosperity and success in a greater way. The depression and troubles he has gone through, and put up with for the past two or three years is over, and all feel now they are on the road to a prosperous time. Prices will become stable and will not fluctuate so much.—J. F. Younglove, Sioux City, Ia.

### Why Gamble on Crops?

*Grain Dealers Journal:* Reports come to me that offers are being made by brokers to sell No. 3 Texas Red Oats for July shipment at 33½¢ per bu. This is purely and simply a gambling proposition, from my view point, and is fraught with great risk and possible loss. It seems to me that all conservative grain dealers, who care for their families, their businesses and their bankers, would refrain from such dangerous practices.

It is a pure gamble and against weather conditions, railroad rates and everything else. The possible profit you may see in it might be overcome with heavy losses, even if you have what you term good men on each side. One of them may get caught and not be able to live up to his contract. Is it not a dangerous proposition to deal with men who will take such risks? Let's wait until the crop is made and then merchandise it, rather than gamble on it at this time. I think all would be better off if they followed such a policy.—H. B. Dorsey, Fort Worth, Tex.

### Oppose Establishment of Grades by Congressional Enactment.

*Grain Dealers Journal:* Your attention is directed to the fact that the Steenerson Grain grading bill will come up for consideration in the House of Representatives at Washington this week. Probably you are familiar with the purposes of this bill, i. e., that it will establish by Congressional enactment the grades of grain; a radical and undesirable departure from all former rules and practices. This particular bill covers spring wheat only.

Conservative opinion in all branches of the grain trade is opposed in principle to the establishment of Federal grades of grain by Congressional enactment. Even though some changes might be highly desirable and extremely important to the grain trade, the steps necessary to secure the desired changes would under such an Act be accomplished only by an amendment to the Act.

The judgment of many good people is, that we have already gone too far in the grain trade on the question of Federal Supervision.

Grain interests in the terminal markets are interested in, and desirous at all times of promoting the welfare of the producer, incident with the most efficient and economic instruments and facilities for the accomplishment of the best results, notwithstanding many statements to the contrary; and they strongly urge that the grain trade in the interior, and their

friends the producers, request their Representatives in Congress to vote against the enactment of this bill, or any legislation of a similar nature. Yours truly, Pope & Eckhardt Co., Chicago.

### Dirty Grain Not Subject to Dockage Cause of Dust Explosions.

*Grain Dealers Journal:* From time to time I have read different articles that have appeared in the Journal in regard to the dust explosion hazard with a great deal of interest. Great progress has been made by fire prevention engineers and elevator contractors in planning and equipping terminal elevators with up-to-date machinery for collecting dust, but I am of the belief that much more could be accomplished by preventing the dust from reaching the elevators than by trying to cope with it after it is in the elevator.

I believe investigation would show that a majority of the dust explosions that have occurred in the past ten years took place in elevators that were handling large amounts of no dockage grains—oats, barley, etc.

Any experienced elevator operator at any country point will readily admit that it pays wonderfully well to clean all dockage grains before shipping, the saving in freight alone runs into hundreds of dollars a season. This sort of grain runs into the terminals in fairly good condition and contains a very small amount of dust. On the other hand grain that cannot be docked is loaded into cars exactly as received. It not only would not pay to clean such grain, but to do so would mean a positive loss.

The unthinking will say that such grain shud be bot on a wider margin which would allow the buyer a sufficient profit after the dirt and dust was removed. This sounds logical but like a lot of other theories it does not work out in practice.

Despite reports from our agitator friends the country elevator business is one of most competitive forms of business on earth; if an operator attempted to buy oats, for instance, that contained one pound of dirt to the bushel at a lower price than oats that was not so dirty he would buy about one load on such a basis, the farmer would haul the balance of his oats to competitors. The good and the bad, the dirty and the near dirty, dusty and clean, all must be bot on practically the same basis. On this average of grain he must base an average price. Consequently he has established an average profit for himself, to clean such grain would mean that every pound of dust and dirt that was removed would come out of his margin of profit.

The remedy then does not lie in the country elevator. It lies at the threshing machine. The separator man is the cause for a good deal of it. I have seen threshermen set the fans on a machine so as to allow all the dirt that the oats could absorb to remain in the grain. This gives them more bushels which is the unit on which they are paid. Some separators are so old and worn out that they cannot make a good separation but with little care all could do better work.

The farmer often objects to too much blast as it causes a trifling amount of small grain to pass into the straw, a great deal of this can be prevented by proper adjusting of the fan slides and sieves, unless the grain is very light none will be lost. If the proper amount of blast is used all trashy material and nearly all of the dust will be removed.

Every threshing machine in the land shud be compelled by law to be equipped with a separator device similar to cleaners found in country elevators. This would bring fairly clean grain to the country elevator and the country elevator could further condition it which would assure clean grain at the terminal, free from dust. As the dust is necessary for a dust explosion it is reasonable to suppose that with less dust there surely would be less dust explosions.—Joe Cronan, Rose Creek, Minn.

### Farm Buro Schemes Disastrous.

*Grain Dealers Journal:* A plant for the bulk handling of grain was erected at Shafter, Cal., which is 15 miles north of Bakersfield on the Santa Re Railroad; and while I do not know under what name its operation was undertaken I am familiar with the idea, which came from the Farm Buro, and which did not work out.

I will add further in this connection that a great many schemes fathered by the officers of the state, in which they have made many suggestions to farmers, have turned out very disastrously.—E. R. Long, Bakersfield, Calif.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

### IOWA.

Red Oak, Ia., May 10.—No grain moving now.—Turner Bros.

### KANSAS.

Ellsworth, Kan., May 13.—Grain movement will be slow as wheat is about sold.—Joseph Janousek.

Salina, Kan., May 10.—Very little wheat moving on account of roads, but expect improvement.—Western Star Mill Co., F. O. Jones, gen. mgr.

Topeka, Kan., May 19.—Indications are that the wheat harvest will begin in the southern tier of counties from Harper to Cherokee in the week of June 11-17, and to the north of these to the Kansas river in the following week. Elsewhere in the central wheat belt it is expected the crop will be ready by June 25, and in the northwest quarter, where harvest is latest, cutting will probably commence in the first week in July, as is also the prospect as far east in the northern tier as Marshall.—J. C. Mohler, sec'y State Board of Agriculture.

### MINNESOTA.

Gaylord, Minn., May 8.—Grain is almost all marketed.—The Geib Elvtr. Co., J. Geib, mgr.

### MISSOURI.

Clinton, Mo., May 11.—Lots of corn left in this country yet but farmers will not sell.—Mann Grain Co., F. L. Cook, sec'y-treas.

### NEBRASKA.

Barnston, Neb., May 6.—Corn is about all shipped out.—S. J. Douglas.

### NEW YORK.

Buffalo, N. Y.—A cargo of wheat that has been in store here all winter has just been shipped by steamer to Chicago where grain is in demand for delivery on May contracts.

### OHIO.

Huron, O., May 11.—Little wheat moving.—DeLacy Mathews, mgr. Avery Elvtr. & Grain Co.

### OKLAHOMA.

Nowata, Okla., May 13.—Grain of all kinds has been shipped out.—A. D. Young.

### SOUTH DAKOTA.

Bonesteel, S. D., May 20.—Grain moving slowly as farmers are busy in fields. They are still holding quite a little grain.—Farmers Grain Co.

### Heavy Receipts Discredit All Estimates.

The enormous supplies back in this country at this time, as evidenced by large receipts, throw discredit on estimates of yields and reserves made this year. Theoretically, according to statistics published six or eight months ago, it was utterly impossible for this country to export more than 200,000,000 bu. of wheat during the 12 months beginning last July, and yet in reality during the ten months ended April 30th, the United States has exported 245,568,000 bu. and still has vast supplies both visible and invisible.—Hulburd Warren & Chandler.

A new credit system for farmers is being worked out by a com'te of senators composed of Kendrick, Harrison and Swanson, named May 11, by Chairman Capper.



# What the Local Elevator Pays

## for the Slice it Gets Out of the Consumer's Dollar

(From an Address by Prof. R. M. Green, Manhattan, Kan., before Kansas Grain Dealers' Association.)

Who gets the biggest slice of the consumer's dollar? What happened in the dark? Familiar questions, aren't they? But what was the matter with the light plant that let the lights go out and let it get so dark? Well, being a light bulb—no, I didn't say boob—from one of the various light plants that the state of Kansas maintains for enlightening purposes, I'm going to try to cast a little light without getting all lit up.

The Dean of the Agricultural College set aside \$1,000 a year to be used in a study of wheat marketing in Kansas—not to tell you men how to run your business, not to play detective, not to constitute ourselves an investigating commission, but to secure adequate information on which to base our teaching of marketing subjects. We are not authorized by law to investigate, we are not appointed by any commission having power to investigate anybody's business. We therefore depend entirely upon what information you men and others voluntarily give.

To get information on the local elevator business in Kansas, the Agricultural Economics Department of the Agricultural College and Experiment Station were called on personally for information. I said we started out to get some shot for our class room shells. Well, we got a few hot shots, but not many.

A number of elevators furnished as good data as they had available. Of course, some men couldn't see much sense to the idea of their giving us this information, and then in our turning around and handing back to them what they had just handed to us. But it was not to teach them, but to teach others correctly that we wanted the information. Even the giver, however, might sometimes profit by giving a second look at what he thought he already saw.

When I came over to Kansas in the fall of 1920 to teach marketing at the College of Agriculture, what was I to teach? Something about wheat marketing, of course, because that is what we market lots of in Kansas. Now, the Dean at your Agricultural College is a rather practical sort of a business man, so he insisted that no teaching be done until spring and that the first half year be used in getting our pedagogical feet on solid ground before we started.

What did the books say? Well, we found that you grain men had already been investigating eight or nine years ago. It was all in book form. House Document 1271, 63rd Congress, 3rd session, among other things, has this to say under date of Dec. 9, 1914: "The weakest link in the chain of marketing Kansas wheat is the country elevator. Compared with the value and difficulty of service rendered, the margin taken by the country elevator is perhaps larger than that taken by any other middleman in the marketing of wheat. One special weakness is in the failure to use the future market to hedge holdings. Elevators frequently become congested with unheeded stored grain. The elevators, as a general rule, are operated inefficiently with inadequate accounting systems and lack a sufficient working capital."

Now, there was powder enough to furnish noise for a whole half year of classes. I don't know myself to what extent these accusations are true in Kansas. I would hesitate as yet, however, to teach my classes that all you grain men who have invested your savings in this business are wholly foolish and inefficient.

The first thing we would like to know and like to teach as fact is not only what size margin you are taking, but what your expenses are in getting this margin. Seventy-eight co-operative elevators and seventy-five independent elevators gave us complete enough information last summer on their 1920 business to allow us to figure fairly accurately average costs for these two groups of elevators.

### COST OF OPERATING ELEVATORS.

(78 Co-operative Elevators in Kansas.)  
80% of total general expenses charged against grain.

#### Overhead Expense.

Insurance on plant .....	\$ 66.74
Depreciation @ 4%, \$11,000 .....	352.00
Taxes .....	349.22
Salary of manager .....	1,594.00
Helper .....	595.00
	<hr/>
	\$2,956.96

#### Operating Expense.

Helper and other labor .....	\$ 595.00
Insurance on grain .....	66.74
Telephone, tel., office expenses .....	214.73
Inspection and weighing .....	100.00
Int. on working capital @ 8%, \$9,816 .....	628.22
Shrinkage ½% on 101,337 bu. @ \$1.50 .....	760.00
Commission @ 1½c bu. on 47,249 bu. ....	708.73
Fuel and power, heat, etc. ....	217.60
Repair .....	232.48
	<hr/>
	\$3,523.50

#### Earnings on Investment.

Average \$5,500 @ 8% .....	\$ 352.00
Total .....	\$6,832.46
Overhead expense per bu. ....	2.9c
Operating expense per bu. ....	3.5c
Earnings on investment per bu. ....	.4c

Total margin necessary to meet costs (exclusive of freight) .....	6.8c
Average margin on which wheat buying was done .....	6.3c
Average size of elevator .....	15,000 bu.
Wheat consigned .....	34,020 bu.
Wheat sold direct .....	53,581 bu.
Other grain sold .....	13,229 bu.

Total grain handled .....

100,830 bu.

**COST OF OPERATING LOCAL ELEVATORS.**  
(75 Independent Elevators in Kansas.)  
80% of total general expenses charged against grain.

#### Overhead Expense.

Insurance on plant .....	\$ 53.30
Depreciation @ 4%, \$8,718 .....	278.98
Taxes .....	241.60
Salary of manager .....	1,400.00
Helper .....	542.40
	<hr/>
	\$2,518.28

#### Operating Expense.

Helper and other labor .....	\$ 542.40
Insurance on grain .....	55.30
Telephone, tel., office expenses .....	144.00
Inspection and weighing .....	90.00
Int. on working capital @ 8%, \$9,714 .....	621.70
Shrinkage ½% on 90,821 bu. @ \$1.50 .....	681.15
Commission @ 1½c bu. on 47,545 bu. ....	713.17
Fuel and power, heat, etc. ....	192.00
Repairs .....	172.80
	<hr/>
	\$3,212.52

#### Earnings on Investment.

Average \$4,359 @ 8% .....	\$ 278.98
Total .....	\$6,009.78
Overhead expense per bu. ....	2.8c
Operating expense per bu. ....	3.6c
Earnings on investment per bu. ....	.3c

Total margin necessary to meet costs (exclusive of freight) .....	6.7c
Average margin on which wheat buying was done .....	5.5c
Average size of elevator .....	14,000 bu.
Wheat consigned .....	37,375 bu.
Wheat sold direct .....	42,822 bu.
Other grain sold .....	10,170 bu.

Total grain handled .....

90,367 bu.

The fact that the independent elevators were buying wheat on a smaller margin is noticeable. This they are able to do when necessary for the reason that many independent elevators do not have paid managers. The owner is working for himself. He can much more easily persuade himself to take less wages than he could persuade a hired manager to take. If necessary, he may decide to get business and make interest on his investment even if he has to take only half the amount of wages he earned the year before. Of the 75 elevators reporting, 35 were operated by owner-managers not on a salary.

You know better than I can tell you that one form of keen competition that you have to meet is mills buying direct from farmers.

In non-mill towns the independent elevators referred to above were buying wheat on 5.6c margin, as against 5.2 in mill towns. Co-operatives in non-mill towns were buying on a 6.6c margin, as against 5.5c in mill towns.

Well, what of all this? It tells us that in 1920 the local elevator, whether independent or co-operative, paid more for the slice it got out of the consumers' dollar than the slice was worth. Here is some definite information with regard to marketing wheat right here in Kansas. It has to do with the farmer's first transfer of grain. The data are very limited in amount. We ought to have more of it. We need such information for a period of years. A similar attempt will be made to get the same kind of information this summer for the year 1921.

Men in any business need to know the average cost of doing business in their line. There will no doubt be increasing pressure from all kinds of sources without and from improvements and increased efficiency within business to bring about, within limits, narrower and narrower margins. Where do you stand compared with the most efficient concerns in your line of business?

I believe the time has come when you can take responsible agencies, and I emphasize the word responsible, into your confidence. You

cannot, of course, afford to confide in Tom, Dick and Harry. To do so would endanger the individual's business. Newsmongers and gossipers would cause trouble. In this connection I want to quote the words of a well known grain man as he spoke them before a recent annual meeting of the Illinois Grain Dealers' Association. He said, among other things, "Grain dealers must take the farmer into their confidence and tell him how every cent has been spent and what the cost of handling grain is." I believe you have in your state schools an agency for doing this work in which you can confide. The public nature of these institutions makes it very easy for you to bring to accountability any breach of faith on the part of their representatives.

If the principles of any business are to be taught in schools or to people of the state through extension services, and other educational agencies, it is important for the business concerned and important for the public who is to receive this teaching, that it be based on sound business information. "One better not know so much than to know so much that ain't so," said Josh Billings. An organization like this can help make this information so. You can be a source of power for our light plant up at Manhattan. Maybe then we can keep things light enough so that there won't be any darkness for something to happen in. This is the real function of a public educational institution. Perhaps it is your trade organization and your schools, the power and light plants, that have failed most in this marketing business.

ITALY'S wheat crop promises to be about equal to that of last year, which was 184,000,000 bus.

SPAIN'S WHEAT IMPORT trade is dull owing to the uncertainty as to what the duty on foreign wheat is to be.

COST OF OPERATING the government owned fuel yard at Washington, D. C., was reported at the recent Chicago meeting of the National Retail Coal Merchants Ass'n to be \$1.78 a ton, instead of \$1 per ton as reported to a Congressional com'te. The local dealers' costs range from 31 to \$1.38 per ton, so that the government yard is an economic loss to the community, borne by the taxpayers.

THE MARKETS are still more or less controlled by the May wheat situation, and will continue so no doubt until the expiration of the future. As a matter of fact, however, we are piling up a big stock of wheat in Chicago for which there is little present demand for consumption, while the tremendous receipts in the Southwest, give evidence of the unexpectedly large amount back in the country. On top of this we have most favorable crop prospects in territory tributary to the Chicago market, and in time we believe that such conditions will make themselves felt in lower prices.—L. L. Winters.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. & A. 15884, loaded with oats, was leaking considerably at the front end while passing thru Eden, Ill., May 20, on the M. & St. L. Ry.—E. C. McMullen, mgr. Eden Farmers Co-operative Co.

G. N. 17046, loaded with barley, was leaking badly from side door, as it passed thru Fisher, Minn., May 11. The agent was notified.—Webster-Sorlie Co.

M. P. 34937 passed thru Taylorville, Ill., on the Wabash Feb. 25 with south door open. Car was loaded with corn.—L. T. Jones & Co., by L. T. Jones.

U. P. 124793 passed thru Brighton, Colo., Mar. 1, southbound, leaking corn thru a hole in the side of the car. Hole had been patched with a piece of tin. Train did not stop so could not fix or examine carefully.—The Brighton Farmers Co-op. Elev. Co.



# Future Trading Act Invalid

The Supreme Court of the United States on May 15 gave a decision holding invalid the sections of the Future Trading Act objected to by the petitioners.

The suit was started Oct. 25 at Chicago by Henry S. Robbins, attorney for John Hill, Jr., R. G. Chandler, Adolph Kempner, E. W. Wagner, C. E. Gifford, A. V. Booth, E. L. Glaser and A. B. Lord.

The case was dismissed Nov. 9 by agreement with the government attorneys and an appeal taken to the Supreme Court, where on Jan. 10 Attorney Robbins made an able argument given rather fully on pages 111 and 113 of the Journal for Jan. 10 under the prophetic title "Future Trading Act Unconstitutional."

The significance of the decision is explained elsewhere in this number of the Journal, and in view of the fact that new legislation is threatened the decision is published herewith in full:

John Hill, Jr., et al., Appellants, vs. Henry C. Wallace, Secretary of Agriculture, David H. Blair, Commissioner of Internal Revenue, et al. Appeal from the District Court of the United States for the Northern District of Illinois. (May 15, 1922.)

This is a suit attacking the validity of the Future Trading Act, approved August 24, 1921, chap. 86, 42 Stat. 187. The act imposes a tax of 20 cents a bushel on all contracts for the sale of grain for future delivery, but excepts from its application sales on boards of trade designated as contract markets by the Secretary of Agriculture, on fulfillment by such boards of certain conditions and requirements set forth in the act.

The bill is filed by eight members of the Board of Trade of the City of Chicago, who sue in behalf of all other members of that body who may wish to join and share in the relief granted, against the Secretary of Agriculture, the Commissioner of Internal Revenue, the United States District Attorney for the Northern District of Illinois, the Collector of Internal Revenue for the first district of that State, the Board of Trade of the City of Chicago, its President, Vice-Presidents and Directors. The bill avers that the appellants applied to the Directors of the Board of Trade to institute a suit to have the future trading act adjudged unconstitutional before they should comply with it, but the Board of Directors refused to take any steps, and announced that they intended to comply with the provisions of the act; that the Board refused because they feared to antagonize the public officials whose duty it was to construe and enforce the act, and the complainants feared that acting under the coercion imposed upon them by the act, the Board of Directors would admit to membership on the Board the representatives of the co-operative associations of producers; that the Secretary of Agriculture would designate such board as a contract market, and that such action by the Board of Directors would cause irreparable injury to the complainants and all the other members of the Board. Complainants set out the character of the Board of Trade of Chicago and its organization as a corporation under a special charter of the State of Illinois in 1859, of which certain persons engaged in the purchase and sale of grain were created a corporation and given power to admit members, and expel them, to adopt regulations and by-laws for the management of the business and the mode in which it should be transacted; to appoint committees of arbitration for the settlement of differences between the members; to appoint persons to examine, measure, weigh, gauge, inspect grain and other articles of produce, with authority to issue a certificate as to quality or quantity; and to make the brand or mark thereof evidence between any buyer and seller assenting to the employment of such person, and to do and carry on business usual in the management of boards of trade.

The bill avers that the Board has 1,610 members, of whom the complainants are members in good standing; that its memberships are salable for more than \$7,000 apiece; that in recent years there have been organized in most of the grain-producing States among so-called farmers, co-operative societies who desire to market their crops at actual cost and to market them through the exchanges at actual cost, and without paying the commissions charged by the members of such exchange; the plan being to sell all grain through an authorized member of such organization admitted to the exchange who shall charge the prescribed commission and ultimately rebate back to the members of such organiza-

tion the aggregate of such commissions after paying his salary and incidental expenses, on the basis of the number of bushels of grain which each producer has sold through said organization; that the admission of such representatives of co-operative societies to the Chicago Board of Trade would destroy the business of its members, and the value of the memberships, and make it difficult for the Board to maintain sufficient members to pay the assessments; that many of its members engage in making contracts with other members for the purchase and sale of grain for future delivery; that during the years from 1884 to 1913, wheat of the grade contemplated in the contracts for future delivery on the Board sold as low as 48½ cents per bushel, and never for more than \$2.00 per bushel; and that during most of said time its price was below \$1.00; that during the same years corn sold as low as 1½ cents a bushel, and never higher than \$1.00, and most of the time sold below 60 cents; that oats sold as low as 14½ cents per bushel and never higher than 62½ cents, and much the greater part of said period under 40 cents per bushel; that at the time of the filing of the bill, contract wheat was selling for \$1.05 per bushel, and that no member of the Board could afford to make contracts for future delivery and pay the tax thereon imposed by the future trading act of 20 cents a bushel; that the law in effect prohibits all those who are not members of a board of trade, which has been designated by the Secretary of Agriculture a contract market under said act, from making any contracts of sales for future delivery.

The bill charges that the Future Trading Act violates the Constitution of the United States (1) in depriving the members of the Board of their property without due process of law, in the compulsory admission to membership on said board of representatives of the co-operative associations of producers, in accord with section 5 of the act; (2) in that it attempts to regulate commerce, which is not commerce with foreign governments or among several States, but is commerce wholly between persons contracting within the State of Illinois respecting the purchase or sale of grain which forms a part of the common property of that State, and is intrastate and not interstate; (3) in that it violates the Tenth Amendment to the Constitution, by interfering with the right of the State of Illinois to provide for and regulate the maintenance of grain exchanges within its borders upon which is conducted the making of contracts which are merely intrastate transactions.

The bill avers the complainants are not in collusion with defendants or any of them to confer on a court of the United States jurisdiction of a cause of which it would not otherwise have jurisdiction; and that the amount involved in the matters in dispute is, exclusive of interest and costs, more than \$3,000.

The decrees prayed for are:

To enjoin the Secretary of Agriculture from taking any steps to induce or compel the Board of Trade or its directors to comply with the provisions of the act;

To enjoin the Commissioner of Internal Revenue, the Collector of Internal Revenue and the District Attorney named as parties from attempting to collect by suits or prosecutions or otherwise, any tax, penalty or fine, under the act; and

To enjoin the Board of Trade and each of its officers and directors from applying to the Secretary of Agriculture to have the Board designated as a contract market under the act, and from admitting to membership into such board any representative of any co-operative association of producers in compliance with section 5 of the act, or from taking any other steps to comply with the act.

The Board of Trade and its president, its officers and directors moved to dismiss the bill of complaint on the ground that it was without equity on its face and did not state facts sufficient to constitute a cause of action in a court of equity.

The Secretary of Agriculture appeared specially to move the court to dismiss the suit as to him because he was not a resident of the Northern District of Illinois and had not been served with process, and the court had no jurisdiction over him.

The United States Attorney for the Northern District of Illinois, and the Collector of Internal Revenue, moved the court to dismiss on the grounds that the suit was to restrain the collection of a tax contrary to section 3224 of the Revised Statutes; and that the bill sought to restrain the enforcement of a criminal statute without showing that the complainants suffered irreparable injury. The District Court denied the motion for a temporary injunction and ordered that the bill be dismissed as to all the defendants for want of equity.

Mr. Chief Justice Taft, after making the foregoing statement of the case, delivered the opinion of the Court.

The first question for our consideration is whether, assuming the act to be invalid, the complainants on the face of their bill state sufficient equitable grounds to justify granting the relief they ask. We think it clear that within the cases of *Smith v. Kansas City Title Company*, 255 U. S. 180; *Brushaber v. United Pacific R. R.*, 240 U. S. 1, 10; *Pollock v. Farmers' Loan & Trust Co.*, 157 U. S. 429, and *Dodge v. Woolsey*, 18 Howard 331, 341, 346, the averments of the bill entitle them to relief against the Board of Trade of Chicago, its president and its directors. The bill shows that the act, if enforced, will seriously injure the value of the Board of Trade to its members, and the pecuniary value of their memberships. If the law be unconstitutional then, it was the duty of the Board of Directors to bring an action to resist its enforcement. It is quite like the case of *Dodge v. Woolsey*, in which the court said with respect to a similar refusal:

"Now, in our views, the refusal upon the part of the directors by their own showing, partakes more of disregard of duty than of an error of judgment. It was a non-performance of a confessed official obligation, amounting to what the law considers a breach of trust, though it may not involve intentional moral delinquency. It was a mistake, it is true, of what their duty required from them, according to their own sense of it, but, being a duty by their own confession, their refusal was an act outside of the obligation which the charter imposed upon them to protect what they conscientiously believed to be the franchises of the bank. A sense of duty and conduct contrary to it, is not 'an error of judgment merely,' and can not be so called in any case."

The averments of the bill are that the Board of Directors refused the request to bring the suit because they feared to antagonize the public officials whose duty it was to construe and enforce the act, and not because they thought the act was constitutional. They must be taken to have admitted this by the motion to dismiss.

In *Walthen v. Jackson Oil Co.*, 235 U. S. 635, and in *Corbin v. Gold Mining Co.*, 187 U. S. 455, thought to cast doubt upon the sufficiency of the averments made herein to sustain complainants' right to file the bill, there had been no request made of the corporation or the Board of Directors to bring suit and no refusal, both of which are present in the case at bar.

A further question arises as to whether this is a suit for an injunction against the collection of the tax in violation of section 3224 R. S. in so far as it seeks relief against the District Attorney and Collector of Internal Revenue. Were this a state act, injunction would certainly issue against such officers under the decision in *Ex parte Young*, 209 U. S. 123; *Ohio Tax Case*, 232 U. S. 576, 587; *McFarland v. American Sugar Refining Company*, 241 U. S. 79, 82. Does section 3224 R. S. prevent the application of similar principles to a federal taxing act? It has been held by this Court, in *Dodge v. Brady*, 240 U. S. 122, 126, that section 3224 of the Revised Statutes does not prevent an injunction in a case apparently within its terms in which some extraordinary and entirely exceptional circumstances make its provisions inapplicable. See also *Dodge v. Osgood*, 240 U. S. 118, 122. In the case before us, a sale of grain for future delivery without paying the tax will subject one to heavy criminal penalties. To pay the heavy tax on each of many daily transactions which occur in the ordinary business of a member of the exchange, and then sue to recover it back would necessitate a multiplicity of suits and, indeed, would be impracticable. For the Board of Trade to refuse to apply for designation as a contract market in order to test the validity of the act would stop its 1,600 members in a branch of their business most important to themselves and to the country. We think these exceptional and extraordinary circumstances with respect to the operation of this act make section 3224 inapplicable. The right to sue for an injunction against the taxing officials is not, however, necessary to give us jurisdiction. If they were to be dismissed under section 3224, the bill would still raise the question here mooted against the Board of Trade and its directors. The Solicitor-General has appeared on behalf of the Government and argued the case in full on all the issues. Our conclusion as to the validity of the act will, therefore, have the same effect as did the judgment of the Court in respect to the income tax law in *Pollock v. Farmers Loan & Trust Company*, 157 U. S. 429, to which the Government was not a party but in which the Attorney General on its behalf was heard as *amicus curiae*.

The act whose constitutionality is attacked is entitled, "An Act Taxing contracts for the sale of grain for future delivery, and options for such contracts, and providing for the regulation of boards of trade, and for other purposes." (Boldface ours.)

Section 4 imposes a tax, in addition to any imposed by law, of 20 cents a bushel involved in every contract of sale of grain for future delivery, with two exceptions. The first exception is where the seller holds and owns the grain at the time of sale, or is the owner or renter of land on which the grain is to be grown, or is an association made of such owners or renters. The second exception is where such contracts are made by or through a member of the Board of Trade designated by the



Secretary of Agriculture as a contract market, and are evidenced by a memorandum containing certain particulars to be kept for a period of three years or as much longer as the Secretary of Agriculture shall direct and to be open to official inspection. This tax on sale contracts for future delivery is in addition to a tax now imposed by the Revenue Act of February 24, 1919, 40 Stat. 1057, 1136, Title XI, Schedule A of 2 cents on every hundred dollars in value of such sales.

Section 5 authorizes the Secretary of Agriculture to designate boards of trade as contract markets when and only when such boards comply with certain conditions and requirements, as follows:

(a) When located at a terminal market where cash grain is sold in sufficient amount and under such conditions as to reflect the value of the grain in its different grades, and where there is recognized official weighing and inspection service;

(b) When the governing body of the Board adopts rules and enforces them, requiring its members to make and keep the memorandum of all transactions in grain whether cash or for future delivery as directed by the Secretary;

(c) When the governing body prevents the dissemination by the Board or any member thereof of false, misleading, or inaccurate report, concerning crop or market information or conditions that affect or tend to affect the price of commodities.

(d) When the governing board provides for the prevention of manipulation of prices, or the cornering of any grain by the dealers or operators upon such board.

(e) When the governing body admits to membership on the Board and all its privileges any authorized representative of any lawfully formed and conducted co-operative association of producers having adequate financial responsibility; "Provided, that no rule of the contract market against rebating commissions shall apply to the distribution of earnings among bona fide members of any such association."

(f) When the governing body of the Board shall make effective the orders and decisions of the commission appointed under Section 6.

Section 6 provides that any board of trade desiring to be designated as a contract market shall apply to the Secretary of Agriculture, with a showing that it complies with the conditions already stipulated in Section 5, and a sufficient assurance of future compliance. The section appoints a commission of the Secretary of Agriculture, the Secretary of Commerce, and the Attorney General, who may, after due notice to the officers of the Board, suspend for six months or revoke the designation of any board as a contract market upon a showing of failure to comply with the requirements of Section 5.

Provisions are made for an appeal from this order to the Circuit Court of Appeals, and appeal is granted to the commission from the refusal of the Secretary of Agriculture, upon application, to designate any board as a contract market.

Section 6 also provides that if the Secretary of Agriculture has reason to believe that any person is violating any provisions of the act or is attempting to manipulate the market price of grain in violation of the provisions of Section 5, or any of the rules or regulations made pursuant to its requirements, he may have served upon such person a complaint for a hearing before a referee, to take evidence, to be transmitted to the Secretary as Chairman of the Commission, and the Commission may, after a finding of guilt, issue an order requiring all contract markets to refuse such person trade or privileges. This order may be revised in the Circuit Court of Appeals.

Section 7 provides that the tax imposed shall be paid by the seller and shall be collected either by affixing stamps or by such other method as may be prescribed by the published regulations of the Secretary of the Treasury.

Section 10 provides a penalty for any person who shall fail to evidence the contract of sale he makes by memorandum or to keep the record of it, or to pay the tax as provided in sections 4 and 5, with a penalty of 50 per cent. of the tax and a punishment as a misdemeanor and a fine of \$10,000, with imprisonment for one year or both and the costs of the prosecution.

#### Not a Legitimate Exercise of Taxing Power.

It is impossible to escape the conviction, from a full reading of this law, that it was enacted for the purpose of regulating the conduct of business of boards of trade through supervision of the Secretary of Agriculture and the use of an administrative tribunal consisting of that Secretary, the Secretary of Commerce, and the Attorney-General. Indeed the title of the act recites that one of its purposes is the regulation of boards of trade. As the bill shows, the imposition of 20 cents a bushel on the various grains affected by the tax is most burdensome. The tax upon contracts for sales for future delivery under the revenue act is only 2 cents upon \$100 of value, whereas this tax varies according to the price and character of the grain from 15 per cent. of its value to 50 per cent.

The manifest purpose of the tax is to compel boards of trade to comply with regulations, many of which can have no relevancy to the

collection of the tax at all. Even if we conceded, as we do not, that the keeping of a memorandum and of the particulars of each sale as a record for three years or more, not only of contracts for future delivery, but also of cash sales, neither of which are subject to tax in designated boards of trade, would help taxing officers in any way to detect the evasions of this tax outside of such boards, no such construction can be put upon the provisions which require the board of trade to prevent a dissemination of false or misleading reports or to prevent the manipulation of prices or the cornering of grain or which enforce the admission to membership in the Board of the representatives of co-operative associations of producers or the abrogation of rules against rebate as applied to such representatives. The act is in essence and on its face a complete regulation of boards of trade, with a penalty of 20 cents a bushel on all "futures" to coerce boards of trade and their members into compliance. When this purpose is declared in the title to the bill, and is so clear from the effect of the provisions of the bill itself, it leaves no ground upon which the provisions we have been considering can be sustained as a valid exercise of the taxing power. The elaborate machinery for hearings by the Secretary of Agriculture and by the Commission of violations of these regulations with the withdrawal by the Commission of the designation of the Board as a contract market and of complaints against persons who violate the act or such regulations and the imposition upon them of the penalty of requiring all boards of trade to refuse to permit them the usual privileges, only confirm this view.

Our decision, just announced, in *Bailey v. The Drexel Furniture Company*, involving the constitutional validity of the Child Labor Tax Law, completely covers this case. We there distinguish between cases like *Veazie Bank v. Fenno*, 8 Wallace 533, and *McCray v. United States*, 195 U. S. 27, in which it was held that this Court could not limit the discretion of Congress in the exercise of its constitutional powers to levy excise taxes because the Court might deem the incidence of the tax oppressive or even destructive. It was pointed out that in none of those cases did the law objected to show on its face, as did the Child Labor Tax Law, detailed regulation of a concern or business wholly within the police power of the State, with a heavy exaction to promote the efficacy of such regulation. We there say:

"Out of a proper respect for the acts of a coordinate branch of the Government, this Court has gone far to sustain taxing acts as such, even though there has been ground for suspecting from the weight of the tax, it was intended to destroy its subject. But in the act before us, the presumption of validity can not prevail, because the proof of the contrary is found on the very face of its provisions. Grant the validity of this law, and all that Congress would need to do, hereafter, in seeking to take over to its control any one of the great number of subjects of public interest, jurisdiction of which the States have never parted with, and which are reserved to them by the Tenth Amendment, would be to enact a detailed measure of complete regulation of the subject and enforce it by a so-called tax upon departures from it. To give such magic to the word 'tax' would be to break down all constitutional limitation of the powers of Congress and completely wipe out the sovereignty of the States."

This has complete application to the act before us, and requires us to hold that the provisions of the act we have been discussing can not be sustained as an excise of the taxing power of Congress conferred by Section 8, Article I.

#### Future Delivery Sales Not Within Regulatory Power of Congress.

We come to the question then, Can these regulations of boards of trade by Congress be sustained under the commerce clause of the Constitution? Such regulations are held to be within the police powers of the State. *House v. Mayes*, 219 U. S. 270; *Broadnax v. Missouri*, 219 U. S. 285. There is not a word in the act from which it can be gathered that it is confined in its operations to interstate commerce. The words "interstate commerce" are not to be found in any part of the act from the title to the closing section. The transactions upon which the tax is to be imposed, the bill avers, are sales made between members of the Board of Trade in the City of Chicago for future delivery of grain, which will be settled by the process of offsetting purchases or by a delivery of warehouse receipts of grain stored in Chicago. Looked at in this aspect and without any limitation of the application of the tax to interstate commerce, or to that which the Congress may deem from evidence before it to be an obstruction to interstate commerce, we do not find it possible to sustain the validity of the regulations as they are set forth in this act. A reading of the act makes it quite clear that Congress sought to use the taxing power to give validity to the act. It did not have the exercise of its power under the commerce clause in mind and so did not introduce into the act the limitations which certainly would accompany and mark an exercise of the power under the latter clause.

In *Ware and Leland v. Mobile County*, 209 U. S. 405, it was held that contracts for the sales

of cotton for future delivery which do not oblige interstate shipments are not subjects of interstate commerce, and that a state tax on persons engaged in buying and selling cotton for future delivery was held not to be a regulation of interstate commerce or beyond the power of the State.

It follows that sales for future delivery on the Board of Trade are not in and of themselves interstate commerce. They can not come within the regulatory power of Congress as such, unless they are regarded by Congress, from the evidence before it, as directly interfering with interstate commerce so as to be an obstruction or a burden thereon. *United States v. Fenger*, 250 U. S. 199. It was upon this principle that in *Stafford et al. v. Wallace et al.*, decided May 1, 1922, we held it to be within the power of Congress to regulate business in the stockyards of the country, and include therein the regulation of commission men and of traders there, although they had to do only with sales completed and ended within the yards, because Congress had concluded that through exorbitant charges, dishonest practices and collusion they were likely, unless regulated, to impose a direct burden on the interstate commerce passing through.

So, too, in *United States v. Patten*, 226 U. S. 525, it was held that though this Court, as we have seen, had decided in the *Ware & Leland* case that mere contracts for sales of cotton for future delivery which did not oblige interstate shipments were not interstate commerce, an indictment charging the defendants with having cornered the whole cotton market of the United States by excessive purchases of cotton for future delivery and thus conspired to restrain, obstruct and monopolize interstate commerce in cotton, was sustained under the first and second sections of the Sherman Anti-Trust Law. This case, like *Stafford v. Wallace*, followed the principles of *Swift & Co. v. The United States*, 196 U. S. 375. But the form and limitations of the act before us form no such basis as those cases presented for Federal jurisdiction and the exercise of the power to protect interstate commerce. Our conclusion makes it necessary for us to hold Section 4 and those parts of the act which are regulations affected by the so-called tax imposed by Section 4, to be unenforceable.

Section 11 of this act directs that "if any provision of this Act or the application thereof to any person or circumstances is held invalid, the validity of the remainder of the Act and of the application of such provision to other persons and circumstances shall not be affected thereby."

Section 4 with its penalty to secure compliance with the regulations of Boards of Trade is so interwoven with those regulations that they can not be separated. None of them can stand. Section 11 did not intend the court to dissect an unconstitutional measure and re-frame a valid one out of it by inserting limitations it does not contain. This is legislative work beyond the power and function of the Court. In *United States v. Reese*, 92 U. S. 214, presenting a similar question as to a criminal statute, Chief Justice Waite said (p. 221):

"We are not able to reject a part which is unconstitutional, and retain the remainder, because it is not possible to separate that which is constitutional, if there be any such, from that which is not. The proposed effect is not to be attained by striking out or disregarding words that are in the section, but by inserting those that are not now there. Each of the sections must stand as a whole, or fall together. The language is plain. There is no room for construction, unless it be as to the effect of the Constitution. The question, then, to be determined, is, whether we can introduce words of limitation into a penal statute so as to make it specific, when, as expressed, it is general only. . . . To limit this statute in the manner now asked for would be to make a new law, not to enforce an old one. This is no part of our duty."

*Trade Mark Cases*, 100 U. S. 82; *Butts v. Merchants Transportation Co.*, 230 U. S. 126.

To be sure in the cases cited there was no saving provision like Section 11, and undoubtedly such a provision furnishes assurance to courts that they may properly sustain separate sections or provisions of a partly invalid act without hesitation or doubt as to whether they would have been adopted, even if the legislature had been advised of the invalidity of part. But it does not give the court power to amend the act.

#### Puts and Calls Not Before the Court.

There are sections of the act to which under Section 11 the reasons for our conclusions as to Section 4 and the interwoven regulations do not apply. Such is Section 9 authorizing investigations by the Secretary of Agriculture and his publication of results. Section 3, too, would not seem to be affected by our conclusion. It provides:

"That in addition to the taxes now imposed by law there is hereby levied a tax amounting to 20 cents per bushel on each bushel involved therein, whether the actual commodity is intended to be delivered or only nominally referred to, upon each and every privilege or option for a contract either of purchase or sale of grain, intending hereby to tax only the transactions known to the trade as 'privileges,' 'bids,' 'offers,'



'puts and calls,' 'indemnities,' or 'ups and downs.'"

This is the imposition of an excise tax upon certain transactions of a unilateral character in grain markets which approximate gambling or offer full opportunity for it and does not seem to be associated with Section 4. Such a tax without more would seem to be within the congressional power. *Treat v. White*, 181 U. S. 264; *Nicol v. Ames*, 173 U. S. 509; *Thomas v. United States*, 192 U. S. 363. But these are questions which are not before us and upon which we wish to express no definite opinion.

The injunction against the Board of Trade and its officers, and the injunction against the Collector of Internal Revenue and the District Attorney, should be granted, so far as Section 4 is concerned and the regulations of the act interwoven within it. The court below acquired no personal jurisdiction of the Secretary of Agriculture and the Commissioner of Internal Revenue by proper service and the dismissal as to them was right.

The decree of the District Court is reversed, and the cause is remanded for further proceedings in conformity to this opinion.

Mr. Justice Brandeis, concurring.

I agree that the Future Trading Act is unconstitutional; but I doubt whether the plaintiffs are in a position to require the Court to pass upon the constitutional question in this case. It seems proper to state the reasons for my doubt.

In essence this is a suit by eight members of the Chicago Board of Trade to prevent its directors and officers from accepting the offer of the Government to designate it a "contract market." The act does not require the corporation to become a "contract market." If—and only if—it elects to become such, must its rules, and the conduct of its business, conform to requirements prescribed by the Act or the Secretary of Agriculture. In that event its members may likewise be subjected individually to some slight additional trouble and expense; for the Secretary of Agriculture may require a more detailed record of transactions than is ordinarily kept and may require that the records be preserved three years. Members may, in that event, also suffer individually some loss of business through the competition of representatives of producers' co-operative organizations who are to be admitted to the privileges of the exchange if it becomes a "contract market." On the other hand, by acceptance of the designation as a "contract market" members of the Board of Trade would be relieved from all danger of liability for taxes on their future trading; and if the act is enforced generally, the profits of the individual members may increase largely; because the general public, being debarred by the act from gambling on futures in bucket shops, will naturally turn to the few "contract markets" when desiring to speculate in futures.

To decide whether the corporation and its members will be benefited or injured by its becoming a "contract market" is a matter calling for the exercise of business judgment. The charter vests in the directors and managers broad powers; and, so far as appears, there is nothing in the by-laws or in the nature of the action proposed which prevents their exercising freely their judgment in this, as in other matters affecting the business. No radical or fundamental change in the object, character or methods of the business of the corporation or of its members is involved. There is no allegation that the directors and managing officers are incapacitated from acting because their interests are adverse to the corporation or its members; or that their action should be interfered with because they are purposing to exercise their powers fraudulently or otherwise in violation of their trust. Nor is it alleged that efforts have been made to control their action by calling a meeting of the 1,600 members or that such efforts would be vain, or that there

is an emergency requiring interposition of a court of equity. The requirements of Equity Rule 27 are not complied with by alleging simply that plaintiffs requested the Board of Directors "to institute a suit to have said Future Trading Act adjudged unconstitutional" and that the plaintiffs "are informed and believe that said Board of Directors refused said request because they fear to antagonize the public officials whose duty it is to construe and enforce said Act."

That under such circumstances a stockholder's bill is fatally defective, although it was brought to restrain the enforcement of a statute alleged to be unconstitutional, is well settled; and the rule has been recently applied. *Wathen v. Jackson Oil and Refining Co.*, 235 U. S. 635; *Corbin v. Gold Mining Co.*, 187 U. S. 455. In the case at bar, plaintiffs' case is still weaker than it was in those cited. For aught that appears most of the members of the exchange, as well as its directors and managing officers may be of opinion that they will be benefited by the enforcement of the act. Nothing is better settled than that an individual may acquiesce in or waive an admitted infringement of a constitutional right; and I am not aware of any rule of law which requires a corporation, upon request of a minority stockholder, to play the knight-errant and tilt at every statute affecting it, which he believes to be invalid. A corporation, like an individual, may refrain from embarking in litigation to enforce even a clear right of action if litigation is deemed inadvisable; and it is immaterial, in this respect, whether the right of action arises at common law or under a statute or under a constitutional provision. Nor do I know of any reason why the disadvantages which may flow from "antagonizing public officials" may not properly be considered by directors and managing officers of a corporation in determining whether to embark in litigation. The fear of antagonizing customers or other business connections or the public is a motive which quite commonly and properly influences the conduct of men.

If, after the corporation has become a "contract market" its directors and managing officers should seek to subject the plaintiffs as members, to unauthorized restrictions or should attempt to deprive them of vested rights, relief may, of course, be had in a proper proceeding. And likewise if the plaintiffs now have, as individuals, rights entitled to protection, there are appropriate remedies. But this is not such a suit. Here members of a corporation seek to enforce alleged derivative rights; and I doubt whether they have shown that they are in a position to do so.

## Country Elevator in a Flood.

Six miles from the river front ought to be a pretty safe location for a grain elevator to avoid the annual floods; but in the case of the grain elevator at Kingston, Ia., the waters reached inland that far and completely surrounded the building, owing to the breaking of the Mississippi River levee.

This break inundated 10,000 to 12,000 acres of land of which about 4,000 was sown to wheat, 65 per cent of the wheat crop being a total loss, part of which will be retrieved by planting corn.

The engravings herewith show the house and cribs of the Davenport Elevator Co. at Kingston as upstanding parts of the landscape on Apr. 26, 1922. When the water reached this stage local manager M. C. Elcan was no longer interested in the argument as to relative merits of the iron pan or the water tight cement boot for keeping the water out of the elevator leg. Neither was he interested in the

advice of the traveling insurance inspector to rake up all straw and trash off the ground to keep locomotive sparks from starting a fire.

## Former Wheat Director Alarmed.

Julius H. Barnes, former United States Food Administration Grain Corporation president, telegraphed the directors of the Chicago Board of Trade May 13, about as follows:

Present conditions lay an economic burden on distribution cost by forcing wheat to Chicago from accustomed channels and from points of supply needed shortly for actual consumption elsewhere. The exchange authorities should immediately declare that no legitimate hedger with wheat in any position not naturally tributary for actual delivery in Chicago need fear a forced settlement on May hedges on the termination date, because the authorities would welcome and approve an appeal to them to name a settlement price on expiration date regardless of price paid or bid on the changes and that the settlement price would be a fairly ascertained reflection of the current value of grain in domestic or foreign markets and no higher.

Without a particle of interest in May wheat and without a shadow of self-interest, I call on the Chicago authorities to vindicate the declarations of its friends and to justify the grain marketing system which centers around Chicago as a great national insurance service and not a facility for sheer price manipulation.

Mr. Barnes got no immediate response to his message; apparently because his telegram contained no constructive suggestion, so three days later he returned to the attack with a suggestion that a meeting of the representative grain exchanges be called to take steps to correct trading evils of their own volition.

The "evils" have not been defined, and no one seems to know just what they are, tho Mr. Barnes apparently has in mind the fact that at present some buyers of wheat for the May delivery are insisting upon the delivery of the wheat to them on their future contracts. The courts, on the other hand, have repeatedly ruled that it is an evil gambling practice to deal in futures without the intent to deliver, so that the insistence of the holders of May contracts for due delivery would seem to be anything but evil, Mr. Barnes to the contrary notwithstanding.

Mr. Barnes has in mind the protection of the legitimate hedger; but the hedger who knows he is not going to deliver and deliberately waits until the current delivery month to take in his hedge is likely to suffer a loss.

A PNEUMATIC grain door remover has been invented by J. A. Peterson, superintendent of the Western Maryland Elevator at Baltimore, which by its high pressure is capable of removing a door in one minute, instead of in half an hour required by the time-honored iron bar method.

E. D. DIER & Co., bankrupt stock brokers, spent more than \$2,500,000 on administration and other accounts last year, according to testimony before the referee in bankruptcy. During the period the firm had a net income of \$20,000, the testimony indicates. Failure was for close to \$4,000,000.



Property of Davenport Elevator Co., at Kingston, Ia., Flooded April 26, 1922, by Break in Levee of Mississippi River Six Miles Southeast.



## Decision on Right of State to Regulate Grain Trade Inconclusive.

The Supreme Court of the United States in deciding against the North Dakota law regulating the margin of profit to be taken by country buyers, Feb. 27, did so by a divided court. Justice Brandeis, Holmes and Clarke dissented. The majority opinion went on the theory that if most of the shipments of grain were made out of the state all purchases from farmers within the state were interstate commerce.

The suit was started by the Farmers Grain Co., of Embden, N. D., an incorporated, non-profit, co-operative ass'n, to enjoin the enforcement of the North Dakota Grain Grading and Inspecting Act passed Feb. 11, 1919, chapter 138, N. D. Laws, 1919, on the ground that the Act is an unlawful burden on interstate commerce, and that it is in conflict with the U. S. Grain Standards Act.

A temporary injunction was granted by the U. S. District Court, finding that the North Dakota law imposed a substantial burden upon interstate commerce and was in conflict with the U. S. Grain Standards Act.

This temporary injunction was dissolved by the same court on trial, Wm. Lemke, attorney general of North Dakota, having intervened with an answer in behalf of plaintiffs and Ladd and McGovern, chief and deputy grain inspectors, charged with enforcement of the state law.

This decision was reversed by the U. S. Circuit Court of Appeals, holding the state statute invalid as in conflict with the federal statute and directed the issuance of a permanent injunction to prevent the enforcement of the state law.

The attorney general took an appeal to the Supreme Court of the United States, which affirmed the decision, stating that:

The record discloses that North Dakota is a great grain-growing state producing annually large crops, particularly wheat, for transportation beyond its borders. Complainant, and other buyers of like character, are owners of elevators and purchasers of grain bought in North Dakota to be shipped to and sold at terminal markets in other states, the principal markets being at Minneapolis and Duluth. There is practically no market in North Dakota for the grain purchased by complainant. The Minneapolis prices are received at the elevator of the complainant from Minneapolis four times daily, and are posted for the information of those interested. To these figures the buyer adds the freight and his "spread," or margin, of profit. The purchases are generally made with the intention of shipping the grain to Minneapolis. The grain is placed in the elevator for shipment and loaded at once upon cars for shipment to Minneapolis and elsewhere outside the State of North Dakota. The producers know the basis upon which the grain is bought, but whoever pays the highest price gets the grain, Minneapolis, Duluth or elsewhere. This method of purchasing, shipment and sale is the general and usual course of business in the grain trade at the elevator of complainant and others similarly situated. The market for grain bought at Embden is outside the State of North Dakota, and it is an unusual thing to get an offer from a point within the state. After the grain is loaded upon the cars it is generally consigned to a commission merchant at Minneapolis. At the terminal market the grain is inspected and graded by inspectors licensed under federal law.

That such course of dealing constitutes interstate commerce, there can be no question. This court has so held in many cases, and we have had occasion to discuss and decide the nature of such commerce in a case closely analogous in its facts, and altogether so in principle, *Dahnke-Walker Milling Co. v. Bondurant*, decided Dec. 12, 1921, 256 U. S. In that case the facts disclose that a company organized in Tennessee and carrying on business there, went into Kentucky and, through an agent there, bought wheat for shipment to the company's mill in Tennessee. The state court held that the transaction was merely a purchase of wheat in Kentucky, and made the Tennessee company amenable to the regulatory statutes of the state. This court rejected the conclusion of the state court, and held that the buying, no less than the selling of grain under such circumstances was a part of interstate commerce, committed to national control by the Federal Constitution. Applying the principle of that decision, and the previous decisions of this court cited in the opinion, the

complainant's course of dealing in the buying of grain, which it purchased and sold under the circumstances as herein disclosed, was interstate commerce. Being such, the state could not regulate the business by a statute which had the effect to control and burden interstate commerce.

Nor will it do to say that the state law acts before the interstate transaction begins. It seizes upon the grain and controls its purchase at the beginning of interstate commerce.

The Supreme Court makes too much of the *Dahnke-Walker* case, cited above, and published in full in the *Grain Dealers Journal* for Jan. 25, 1922, page 110. In the *Dahnke-Walker* case the buyer was in one state and the seller in another, using the wires and mails to deal. The country elevator operator in North Dakota uses no wires extending thru other states to deal with the farmer who drives to his elevator with a wagon-load of grain. Common sense would lead one to believe that the grain buyer's purchase from the farmer at the country station is an intrastate transaction purely, while the same grain dealer's sale of a carload to a Minneapolis buyer might be held to be an interstate transaction, and subject to federal regulation. Under the Supreme Court's interpretation of the law a North Dakota country mill is engaged in interstate commerce when it buys a wagon-load of wheat from a local farmer to be ground into flour and baked into bread by a local baker, or sold by the miller back to the same farmer who hauled in the wheat.

The outcome of this suit, with its conflicting opinions of the Supreme Court Justices, leads one to believe that courts are swayed by the evidence presented, which seems proper; but in this case the fight was between one set of lawyers seeking to impose federal authority and another set seeking to load the buyers with state regulations. The independent dealer and his farmer friends, who would thrive best with regulation by neither state or federal governments, was not adequately represented. If the Justices had had before them a more voluminous presentation of facts they might have been brought to understand that purchases of grain locally from farmers are not subject to federal regulation. The U. S. Grain Standards Act, for example, recognizes this by exempting from inspection grain that does not actually move across a state line.—42 *Sup. Ct. Rep.* 244.

AN OCCASIONAL test to make sure that bearing bolts and lag screws are tight is good medicine for the elevator.

THE MILLERS NATIONAL Federation will have a big meeting at Kansas City May 31 to June 2. Reduced fares will be granted on the certificate plan.

## Ironclad U. S. G. G. Contracts Not the Road to Success.

Up to the present time the most conspicuous energy displayed by the U. S. Grain Growers, Inc., has been expended in getting farmers to sign ironclad contracts to market their grain exclusively thru the U. S. G. G. It has also been the most expensive work done, and the records show that in some states the cost of getting the contracts signed has been greater than the membership fees collected.

If the organization will go ahead and give a service in handling and marketing grain that is cheaper and more efficient than is now available, there will be no need of asking for contracts. The grain will be voluntarily offered in a volume that will put the organization in full control of the grain trade. When membership dues are then collected they will not be dissipated in organization expenses, but will be available to help finance the actual operation of the business.

Co-operative undertakings depend for final success upon ability to give service and profit to their membership, and this expensive concentration of effort in seeking the signing of ironclad contracts instead of inaugurating service, is not the road to permanent success.—*Orange Judd Farmer*.

## The C. & N. W. Loss and Damage Account.

BY OWEN L. COON.

The C. & N-W. Ry. Co.'s loss and damage account for the year 1921, as shown by the report filed with the Interstate Commerce Commission is interesting to the grain trade in comparing the amount of money paid out on grain claims and the various other classes of claims.

During the year 1921 a total of \$392,663.46 was paid out in the settlement of grain claims by that railroad, of which \$122,096.37 was for delay in transit claims as distinguished from shortage claims.

During the same period, a total of \$385,243.40 was paid out in the settlement of claims on fresh fruit and vegetables, a trifle less than that paid out on grain claims.

A total of \$272,791.46 was paid out in the settlement of livestock claims.

The total paid out for the year on ALL commodities was \$3,919,848.25. More money was paid out on grain claims than any other commodity, due to the fact that the C. & N-W. is one of the main grain carrying railroads.

A total of 123,416 claims were received during the year.

## Carrier Liable for Failure to Clean Car Thoroughly.

The Wabash Elevator Co., at Uniontown, Ky., loaded bulk shelled corn into a car that had been cleaned and inspected by the railroad officials and was apparently clean. The corn was clean when loaded. The Illinois Central hauled the car to Louisville, Ky., and the L. & N. transferred it to the plant of the Ballard & Ballard Co., which discovered that coal dust had become mixed with corn, and refused it, reloading it. The grade given by the inspector was No. 2 on arrival and No. 3 after reloading, and it was resold to the Bingham-Hewitt Grain Co. at a reduced price by A. C. Schuff & Co., who had it bot from the Wabash Elevator Co. When the corn was unloaded a second time, at the Big Four Elevator, Bingham-Hewitt also refused to accept it on account of coal dust. The car was then switched to the elevator of Verhoeff & Co., who advised that the corn could not be cleaned. Finally it was disposed of to the Louisville Milling Co. at \$1.28 per bushel, the original purchase price having been \$1.67 1/4, and switching and storing charges amounting to \$40.23 having accrued after rejection by the Ballard & Ballard Co.

A. C. Schuff & Co. brot suit against the Director General of Railroads for damages and was given judgment in full which on Feb. 14, 1922, was affirmed by the Court of Appeals of Kentucky. There was evidence that the car had been previously loaded with coal and the coal dust in the lining of the car had been shaken out and mixed with the corn. The court held:

It is suggested that the railroads were not liable for any injury occurring after the corn was delivered to Ballard & Ballard Mills, and as there was evidence tending to show that only about one-fourth of the corn was injured when so delivered, the instruction on the measure of damages should have directed the attention of the jury to that part of the corn which was in fact injured when the car reached Ballard & Ballard Mills. Even if it be conceded without deciding that Ballard & Ballard Mills was the agent of Schuff & Co. for the purpose of receiving the corn, the evidence failed to show that that company, or any one else who subsequently took charge of the corn, was guilty of any negligence in handling the corn or added to the injury in any way. In view of these circumstances and the further fact that the instruction required the damages to be estimated at the time and place of delivery, it cannot be said that the instruction was erroneous in not directing the attention of the jury more specifically to that part of the corn which was injured when the car reached the original purchaser.

Another insistence is that the shipper selected the car, and therefore the carriers were not responsible for its insufficiency. In reply to this contention it is sufficient to say that the shipper did not select the car, and that all the evidence tends to show that the car was clean and in good condition when loaded.—237 S. W. Rep. 410.



# Grain Elevator Scales

By H. H. Alfrey, Scale Inspector Rock Island Lines.

Seven years ago this month an agreement known as "The Oklahoma Plan" was entered into between your Ass'n and the carriers of this state whereby the carriers furnished the men and equipment for testing, inspecting and repairing elevator scales, and the Rock Island line, which I represent, has carried it on continuously since that date. During this time I have made over two thousand tests of elevator scales, most of which are owned by members of this Ass'n. By far the greater number of these tests were made at originating points, rather than at terminal markets.

Very few commodities as high priced as grain have their values determined in such various ways; from an actual net weight of a car of grain on a track scale down to an estimated weight by cubical contents of a car.

The scale that is of vital importance to the country shipper is his wagon or motor truck scale, as the case may be, for it is on this weight that the grain is paid for. However, it is of the utmost importance that the shipping weights be accurate, for altho destination weights usually govern at unloading points, the transaction between shipper and carrier is based on the shipping weight appearing on the B/L, which is arrived at by wagon, hopper, automatic or track scales at country elevators.

**Wagon Scales:** During the last two years considerable trouble and expense has been experienced with wagon scales owing to the large number of motor trucks being used for hauling grain.

Wagon scales are not designed for, and never were intended to be used to weigh motor trucks. In weighing a wagon the load is evenly distributed over the deck of the scale and the scales have been designed accordingly with view to economy in manufacture, while in weighing a motor truck in some instances as much as 90 per cent of the load is concentrated on the rear axle. It is apparent then that, altho the weighbeam of a wagon scale will accommodate the weight of a motor truck, the scale is overloaded at one end, thus destroying the alignment, overloading the pivots and bearings, and in many cases actually breaking the castings.

It is practically impossible to maintain wagon scales under these conditions within the tolerance of 2 pounds per 1000 pounds, as specified by the United States Bureau of Standards.

**Motor truck scales** are expensive machines and should be installed with the greatest care, using concrete foundation, steel bridge and a shed over the entire scale for protection from the weather. The life of any scale depends on the corrosion of the pivots and bearings and not on the number of drafts weighed on it. This fact is evidenced in hopper scales, which are usually located in a dry place and seldom if ever require shop repairs, while the average outside wagon scale should be shopped and refit every four or five years, due to dampness and the accumulation of dirt in the pit. To my knowledge one wagon scale in this state installed under a shed has been in service for over twenty years and the pivots and bearings are still in serviceable condition, which shows that a shed over an outside scale is an economical investment.

Much trouble is caused by the accumulation of dirt in outside scale pits, particularly in this country, where the wind blows most of the time, and for this reason scale pits should be inspected and cleaned out, if necessary, at least once a month.

**Hopper Scales:** Various methods have been employed in their installation and location. Some of them are in the top of the house with the beam on the first floor; some are on the working floor with the beam directly connected; some are over bins; some inside of bins, and in a few cases even below the working floor.

The one general source of trouble with hopper scales is the foundations and supports, the deflection of which results in the destruction of the alignment of the levers, changing their multiplication, which produces errors in weight. This is particularly true of installations where the scale is in the top of the house and the weigh beam on the working floor connected with two transmission levers and a connecting rod, due to the fact that there are two additional levers and supports to move out of alignment under load.

The practice of installing hopper scales between or on top of bins usually results in errors arising from deflection of timber or the settling of the house when unevenly loaded.

The question of testing should be given some consideration in the installation of a hopper scale and no bins or machinery should be located directly below the scale so that the test weights can be suspended from the four corners and the scale tested in accordance with the specifications of the Interstate Commerce Commission which requires that hopper scales be tested with at least eight per cent of their maximum capacity in test weights and that

they be tested both empty and at their working capacity.

It has been our experience that the best results can be obtained from a hopper scale installed in the top of the house with the beam directly connected to the scale levers, with independent foundation to the ground and spouted directly to the car with nothing below the scale to interfere with testing and inspecting it.

Owing to the small tolerance of one-half pound per thousand pounds allowable by the United States Bureau of Standards on hopper scales, or only one-fourth that of wagon and motor truck scales, it is very essential that every precaution be taken in the installation and maintenance of scales of this type if we are to get results within this tolerance.

**Automatic Scales:** Approximately eighty per cent of the country elevators in this territory are equipped with automatic scales, due largely to convenience and speed with which the grain can be handled with this type of scale.

As in case of the hopper scales, this type of scale is sometimes installed in peculiar and inconvenient places, making them difficult to test and encouraging neglect, thus resulting in weight variations.

Many operators of automatic scales have the mistaken idea that because a scale is automatic no attention is necessary except reading the register or printing the ticket, and this practice results in more errors and weight differences with automatic scales than all of the mechanical defects combined. Following are eleven rules governing the operation of automatic grain scales as recommended by the Interstate Commerce Commission under date of Jan. 1st, 1922:

## ELEVEN RULES FOR AUTOMATIC SCALES.

The manufacturer's instructions for operating the scale shall be entirely followed out in the weighing of each and every car.

Scales shall be kept clean at all times.

Weighers shall keep the scale in perfect balance at all times.

Weighers shall go over the scale thoroughly before weighing any carload of grain, to be certain that the hopper and mechanism of the scale is free.

Weighers shall make daily examinations of the spouts between the scale and car and car and scale and any other equipment used in handling the grain between the scale and car and car and scale to be certain that they are grain tight.

If the automatic scale is provided with a compensator which is not self-adjusting it shall be adjusted at the beginning of weighing of each car load and in addition it shall be ascertained at least four times during the weighing of any car that the compensator is correctly adjusted.

If the automatic scale is provided with a self-adjusting compensator the scale shall be inspected at the beginning of the weighing of each car load to see that it is in operation and it shall be ascertained at least four times during the weighing of any car that the compensator is in correct adjustment.

The records of both "tallies" of the contents of every car and also of any other grain passed through the scale for any purpose shall be kept in writing.

No record obtained from any counter or tally not directly mounted on the automatic scale shall be used for determining the weight of the grain passed through the scale.

A record shall be kept of the number and equivalent values of the weights used in weighing each car load of grain.

The empty balance of the scale shall be tested and adjusted if necessary at frequent intervals. In this case shall be taken that the hopper is empty and the operating weights are all removed from the weight box or the hanger-weights from the end of the beam and all sliding poises shall be set at zero and the mechanism shall be clear of the hopper. In all cases scales in service shall be balanced at least once a week.

It is evident from these recommendations that automatic scales do need personal attention and the Interstate Commerce Commission, after several years' investigation, have seen fit to draft specifications covering their operation.

During the past two or three years much improvement has been made in the manufacture of this type of scale by the use of the self-adjusting compensator which is giving better results than the older type scales.

Automatic scales of the multiple lever type are not desirable and do not give the results obtained from the even lever scales, due to their construction and the multiplication of errors through higher multiple levers.

Track scales are used only at the larger elevators and mills where the volume of business will justify such an expenditure.

Owing to the construction and usage to which they are subjected, this type of scale requires more frequent inspecting and testing than other scales inside of elevators. Specifications provide that track scales be tested four times a year while hopper and automatic scales must be tested at least once a year, and every six months where practicable.

Two of the chief sources of errors in grain weighing track scales are rats and the accumulation of dirt around the levers. Rats not only cause trouble by digging up dirt over the working parts of the scale, but large errors are sometimes caused by them running over the levers, since the multiplication is high enough in some track scales that the weight of a rat on the point of the transverse lever will indicate several hundred pounds on the beam. This condition actually occurs and it is sometimes necessary when testing a track scale to place lighted candles on the levers to prevent the rats from interfering with the test.

**Spouting:** Altho the scales are the most important factors in connection with weights at any elevator, the items of spouts and methods of recording weights very often cause errors which are attributed to the scales.

It is objectionable to have spouting any other than direct from scale to car or from car to scale owing to the possibility of grain going astray where a system of switches or slides are used to divert the grain.

Loading out spouts running through bins cause many errors and weight differences through leaks, before they are discovered, and for this reason the Interstate Commerce Commission has recommended that where spouts between scales and cars run through a bin wells shall be built around them.

**Records:** Most of our shippers appreciate the importance of good records and some of them have regular forms and books for this purpose and have discarded the old time method of writing the weight on the side of the house, the elevator leg or whatever happens to be the most convenient.

## Selling to Establish Loss.

Lewis F. Gannon, Albion, Me., contracted with the Maine Grain Co., the Portland Co. and the Paris Flouring Co. in the summer of 1920 for the delivery of grain to him; but the falling markets caused him such loss that he requested the sellers to delay delivery, which they did. But the markets kept on falling and his financial condition grew worse up to early in February, 1921, when his attorney went to Portland and notified his creditors that he was unable to accept any more deliveries and that bankruptcy was imminent. Thereupon the Portland Grain Co. and the Maine Grain Co. notified Gannon that his contracts were canceled. They entered their loss on their books. Their claims were disallowed by the referee in bankruptcy and they went into court, but the court held against them, saying:

They did not proceed to make any actual tender of the goods to the bankrupt. They found that, if they insisted upon their contracts, they would probably be dealing with a bankrupt, and get only a small percentage of their claims. The petitioners in their proofs allege that, upon the bankrupt's refusal to accept the goods, it was their duty to dispose of the goods in open market, and to look to the bankrupt for the balance due on the contract, after deducting what they actually obtained for the goods in open market. Instead of doing this, they rely upon showing what they think they could have got for the goods in open market, and then entering upon their books the difference between the contract price and the market price, as the damages caused by the breach of contract.

In case of a carload actually shipped to Wiscasset, upon refusal of the bankrupt to accept the grain, the goods were actually sold; and the difference between the contract price and the market price, as obtained by the sale was properly charged; and this part of the claim of one of these creditors has been allowed by the referee.

The proofs of debt properly assume that, upon the bankrupt's refusal to accept the goods, it was the duty of the creditors to dispose of the goods in open market, and to sue for the difference between the contract price and the market price at the time of sale.

I cannot sustain the petitioner's contention, in the case before me, that they have a right merely to enter upon the books the difference between the contract price and the market price at that date. Even though they had contracted for grain in the West, which they were prevented from selling to the bankrupt under the contract, they have not parted with any goods; and I cannot think that the court should sustain a claim which is based upon a merely punitive or bookkeeping loss.—U. S. District Court, Maine. 275 ed. 1001.



# The Kansas Ass'n Celebrates Its 25th Anniversary

The Kansas Grain Dealers Ass'n in an attempt properly to celebrate its 25th anniversary held its annual convention in Wichita's magnificent new fireproof hotel—the Broadview, its large lobby and commodious roof garden making it especially attractive for convention purposes.

Tuesday morning, May 16th, was devoted to registering and renewing acquaintances. The first session was called to order in the roomy roof garden of the Broadview at 3 p. m. by Pres. J. D. Mead of Fort Scott.

After the invocation by C. E. Huff of Oronoque, George Hamilton welcomed the dealers to the Queen of the Plains.

Will Washer of St. Joseph responded with a flowery thank you that delighted his auditors.

President Mead presented his annual address from which we take the following:

## President's Address.

For the 25th time a president of your Ass'n has stood before you and greeted you to your annual convention.

For a quarter of a century have the grain dealers of this state been banded together for mutual interest and protection.

For a quarter of a century has this Ass'n been favored with the continuous services of its present secretary. A man who has devoted the best part of his life to our interests, and who stands as willing today to fight our battles for us as he has in the past.

Your Association has grown from a handful of earnest men to a membership of more than 600. It is one of the largest and most influential in the country.

Your Association has been the pioneer in many of the movements for the betterment of the shippers of this and adjoining states.

In looking back over the past years of this Ass'n's existence one cannot help but have a great pride in the permanent and constructive work that has been accomplished.

Despite the problems met and conquered, and as important as they were to us at that time, we still have problems confronting us today which I believe are as serious as ever.

For this reason there is more need of a solid front of membership. There is more need of loyalty to our organization. There is more need of an increase in members.

**The Galveston Rate:** No doubt some of you have seriously considered discontinuing your membership in this organization, feeling perhaps it was an unnecessary expense and of no personal benefit to you. As an illustration of the value of this Association to you and every other shipper in this and adjoining states, may I not cite this one instance, which happened recently.

The Interstate Commerce Commission was petitioned by Galveston interests to grant a 5c per cwt. less rate to Galveston than that enjoyed by New Orleans. Your secretary attended the hearing of this petition in your behalf and armed with evidence supplied by some of your members was instrumental in having the matter deferred and we hope successfully blocked.

This item alone, had it been put into effect, would have cost the shippers of this state many times the annual dues to this Ass'n. There is not a year passes but what each shipper is saved more than his annual dues by the work of this Ass'n. It is one thing you cannot afford to be without.

**The country shipper** today is confronted with many serious conditions which, unless checked, threaten his existence. May I mention two which I think are very important? One of them is the disposition of the buyers at Terminal markets to shift additional liabilities on the shipper, forcing him to accept unjust Government scale discounts and indefinitely deferred re-inspections. This matter is one which this and other similar organizations, backed by the moral support of the membership, can eventually eliminate and I would urge vigorous and concerted action along these lines for the coming year.

**The challenge of the agitator** to the grain shipper, that he has no place in the economic system of marketing grain, whatever may be our personal opinion along this line, there is no question but what the grain trade is undergoing a decided change and changes of extreme radical nature along marketing lines are being contemplated. Some of these changes are doomed to failure, and any movement contemplated to displace our present marketing system that is founded on prejudice and not on sound business principles will be a failure.

It is not unreasonable to presume after the elimination of unsound schemes that it is pos-

sible to get a marketing system which may displace our present one. This may take several years, but the country shipper who by his foresight has so entrenched himself in the life of his community, and who has demonstrated his superior service, need have but little fear that his business will be replaced by a system not so good.

Every shipper should study the needs of his community. He must know what they are and how to meet them. Community needs are not always confined to buying and selling of material things. One can be of a great value to his community by his helpfulness to others and his willingness to do his part. The proposition is a big one and the man who first finds this out will be the one who will win.

**The business depression** of the past two years has been widely discussed. Its causes, effects and remedies. Let us try to forget the causes and effects, but not forget the lessons we have learned from them, and begin now to build for the future. Let us concentrate all our efforts on our business as never before and remember that during the prosperous times of the upward swing of the economic pendulum is the time to prepare our business to meet the downward swing of depression. The upward swing for better times is just ahead of us—what we make of it depends on ourselves. The game of Put and Take is not always a gamble. When played right it is a sure thing. The more effort we put into our business the more profit we take out of it.

Secretary E. J. Smiley presented his annual report and review of the Ass'n's early difficulties and work. From it we take the following:

## Secretary's Report.

It is my earnest hope and prayer that the grain trade will never be compelled to go through another year such as the last year. Losses have amounted to millions of dollars, largely through the inability of the port of Galveston to take care of grain shipments and grain sold for shipment, through that port, and arbitrary rulings of the Federal Grain Supervisors and Board of Review of the Bureau of Markets. While there has been a greater demand from abroad for our products than in never been equaled, more money has been lost than ever before.

**The rush to market** by the producers during the three months following harvest was in excess of what could be taken care of through the southern ports and as a result an embargo was declared and thousands of cars of wheat destined for Galveston remained in box cars and on sidings between point of origin and destination for weeks and months, deteriorating in quality and as a result enormous losses were sustained. For some unexplainable reason the quality of the 1921 crop of wheat was not up to the average, and thousands of cars that had been purchased from the producers as No. 2 and 3 wheat were classified as No. 5 or sample, entailing heavy loss. Delay and so-called "heat damage" are the two factors which caused greater loss to the shipper and producer than all other factors combined.

**Membership:** Our organization has felt the effect of these conditions. I am indeed glad, however, to report that our total net loss in membership has been only sixty-eight, and that our finances are in good shape. Jan. 1, 1921, the close of our fiscal year, we had on hand, cash in bank, \$5,451.67, and on Jan. 1, 1922, our resources in cash in bank amounted to \$5,098.02, with all bills paid. We secured the application of 73 individuals and firms during the year, and lost 140 members, 88 firms, members of this Association, Jan. 1, 1921, failed or discontinued business during the year; 52 individuals and firms neglected to pay annual dues, leaving our membership Jan. 1, 1922, 522 members with dues paid. When one takes into consideration the conditions affecting the grain trade of the country, we think our organization is to be congratulated on the showing made. We have scores of letters on file from managers of co-operative concerns advising that on account of losses sustained they were compelled to ask us to drop their names for the present. I do not know of a single concern that was dropped from our membership list during 1921 that was dissatisfied or had any complaint to make of the work done by the Association. We have all had trouble to complain of, and our organization has shared in this, of course.

**Legislation:** During the session of the 1921 legislature fewer bills were introduced inimicable to the interest of the grain trade than usual. The anti-option bills, two in number, both similar, were killed in the Agricultural Committee of the Senate. Copies of these bills were sent to every member of the Ass'n and to the members we give full credit for the de-

feat of these measures, as they did not meet with the approval of a single elevator owner or operator in the state, and a large number of our members were prompt in advising their representatives of their objection to the measures.

The bill known as the administration bill providing for the licensing of country grain dealers was enacted into law, altho there was no attempt to make the bill compulsory. It has been about one year since this law was enacted and as far as I can learn comparatively few of the elevator owners and operators who have attempted to comply with the law are satisfied with its provisions. We believe that if there is a demand made for the repeal of the act it will be a very easy matter to secure its repeal at the next session.

We failed to secure the enactment of a law giving the Public Utilities Commission authority to determine the value of right of way upon which elevators and coal sheds are located. We met with the same opposition from the carriers' attorneys that we met with in the past, but we would recommend that at the next session of the legislature another attempt be made to place on the statute books a law giving the Public Utilities Commission the right and authority to determine the value of all railroad right of way, and where there is a dispute between the lessee and lessor, as to the value of such property, that the Commission be empowered to determine what would be a fair and proper rental for the use of said property based on its value. Several of the carriers have arbitrarily advanced rentals, in some instances three to four hundred per cent, and we believe without justification. In order to accomplish our purpose, it will be necessary for every member of this Ass'n to see his representative before election and exact a promise that, if elected, he will give his support to a fair and reasonable measure, giving the owners of elevator property located on right of way a reasonable rental for such property.

**War Time Scale of Discounts:** Early in the crop year President Mead and your Secretary, representing the Association, and Mr. J. C. Mohler, Secretary of Agriculture, representing the farmers of Kansas, met by appointment with the exporters having headquarters in Kansas City, with a view of having them give favorable consideration to our request for a return to the old export scale used in fixing differentials between grades that were used prior to the late war. This question has been discussed at group meetings and while there may have been justification in the differentials fixed by the grain corporations during the period of the war, no one whom I met, or with whom I talked, believed there was any justification in the differentials, known as government scale, based on the present values of wheat.

The exporters whom we met at the conference were not disposed to make any concessions and nothing was accomplished. We then appealed to the Secretary of Agriculture, Hon. Henry W. Wallace, explaining to him what these discounts meant to the producers of the southwest and begged of him to use his personal influence with Mr. Barnes, formerly president of the grain corporation, and one of the largest exporters in the country, to reduce the differentials to the old time scale. Not being successful in any of our attempts, we appealed to the shippers, members of the organization and others, to refuse to accept bids, based on the 3c differential.

I believe that practically every grain dealer north of the main line of the Union Pacific in Kansas acted on our suggestion and as a result these exporters having offices in Kansas City within a short time after this appeal was made to the country changed the differentials applying No. 2 wheat at 2c discount below price of 1; No. 3 wheat, 4c below the price of 1; No. 4, 6c, and No. 5, 8c. This meant an increase in price to the producers located in the northern half of the state of Kansas of 6c a bushel on No. 5 wheat, 3c a bushel on No. 4, and 2c a bushel on No. 3.

For some reason, unknown and unaccountable, the members of our Association from the southern part of the state took no action, and as a result of their own negligence their wheat was sold at a discount of from 4c to 6c a bushel below what wheat of the same quality brought in the northern half of the state.

There is no justification in these unreasonable discounts and predict that if the elevator owners and operators throughout the state will refuse to sell to exporters on this basis, and will consign to a terminal market where there is free and unlimited competition, that the exporters will be compelled to accept these terms. The plea that they have lost thousands of dollars during the year 1921, as far as we are concerned, falls on deaf ears. The country elevator owner and operator has sustained as great or greater losses than the exporters according to his ability to stand the loss.

The Texas and Oklahoma ass'ns have decided to take a definite stand on this proposition and we believe that some action should be taken before the close of our meeting. Don't get the idea that all that it will be necessary for you to do is to vote for a resolution condemning this practice. Every elevator owner and operator has the farmer's interest in mind when demanding a reduction in the differentials between grades.



**Delayed Reinspection:** During the latter part of August and September, 1921, we received numerous complaints of delayed reinspection at Kansas City. Investigation revealed the fact that from six to 15 days elapsed from the time the original inspection was made until the grain arrived at the elevator to which it was sold. The Kansas City Board of Trade rules provide that:

"Purchasers of commodities sold in car lots upon the open board during trading hours, upon which samples are exposed, shall be deemed to have been purchased by sample and grade, and a purchaser of commodities bought of members may have the cars tendered as a delivery upon such contract sampled by an official sampler. If such sample shall appear to the purchaser of an inferior quality to that of the sample and grade upon which the purchase was made, the purchaser may notify the seller thereof and reject the car by 1 o'clock of the next business day, and the purchase shall be adjusted as provided hereinafter, but if the inspection is not so made, the purchase shall be construed to be agreed to by both parties and final, provided, however, that if the car, on account of loading or if for any other cause the sampler cannot make proper sample (and the certificate of the sampler to that effect shall be proof sufficient) and the purchaser shall so notify the seller by one o'clock p. m. of such second day, time of sampling and rejection shall then extend to such time as proper sampling can be made, provided the car remains within the jurisdiction of the Board."

An investigation developed the fact that these Board of Trade samplers were not equipped with the necessary tools to reach bottom of cars, and in practically every instance Board of Trade samplers had the notation made on the report, "can't reach bottom," and as a result reinspection or new inspection was called upon the arrival of the cars at the elevator, from six to thirty days after original inspection was taken. When this information was given out to the members of this Ass'n they notified their representatives, members of the Kansas City Board of Trade, that they would not assume any liability on future shipments unless the purchasers called for reinspection within the time provided for in the Board of Trade Rules.

We were advised by the President of the Board of Trade that he had appointed a committee to look after the matter and would report to us officially of what action was taken. This was in October, 1921, and up to May 13th this official report had not reached our office.

We consider this action on the part of the elevator owners and operators of Kansas City little short of petit larceny. Both your president, Mr. Mead, and the writer have talked this matter over with the commission men and without exception they condemn the practice above referred to, but admit their inability to put a stop to it, as one prominent receiver told me that if his name were mentioned in connection with what he told me that every buyer in Kansas City would pass his samples by without looking at them. We believe that a shipper is justified in refusing a good many overdrafts occasioned by the neglect or inability of the purchaser to call for reinspection within forty-eight hours after the original inspection. They have endeavored, and did succeed for a time, in forcing the shipper to assume liability that he was never expected to assume and based on the decision of the federal court of the United

States for the north district of Texas, in the case of the Pampa Grain Co. vs. Oklahoma City Mill & Elevator Co., the purchaser could never hope to recover, as the court held that ownership passed to the elevator company or buyer by the payment for the property and the receipt of the bills of lading.

In face of embargoes declared against the port of Galveston, the Galveston Commercial Exchange filed complaint with the I. C. C., charging discrimination in rates in favor of New Orleans. It has asked the I. C. C. to order lower rates from all points in Kansas, south of the Union Pacific Railroad, on grain and grain products. I attended the hearing held in Galveston in March and presented evidence furnished by our members showing that shipments billed to that port to apply on sale had remained in cars from thirty to ninety days after inspection before unloading.

The Galveston Commercial Exchange has endeavored to convince shippers that in asking for a lower export rate from Galveston than applies to New Orleans it would mean a reduction in rates. Don't believe it. If rates are reduced from Kansas to Galveston, and the port of New Orleans closed to Kansas shippers. Until Galveston increases her storage facilities she is not entitled to more tonnage. The total elevator capacity of Galveston is only five million bushels, which would be filled in two weeks' time during free movement of grain from Oklahoma and Kansas. We must do everything possible to maintain the same rates between the two ports until such time as we have the assurance that Galveston can take care of the business.

The Santa Fe Railroad Company, originating probably more grain than any other line in this state, has not spent a dollar for elevator facilities at that port, but still refuses to make a through rate on grain and grain products from points on its line in Kansas to New Orleans, apparently preferring to have its equipment tied up for weeks and months at a time.

If I thought there is a possibility of a repetition of last year's conditions prevailing the present season, I would ask the consent of our official board, and endeavor to secure the co-operation of the Oklahoma Association, as well as the Wichita and Hutchinson Boards of Trade, in filing complaint with the I. C. C. to compel the Santa Fe Railroad Company to make the same rate to New Orleans for export that applies to Galveston.

**Reduction in Inspection and Weighing Fees:** We believe that this is justifiable, but how are we going to get it? The Kansas law provides that the fee for inspection and moisture test shall be \$1.00, and the fee for weighing shall be \$1.00 per car, both in and out of elevators. There is a provision in the law that the fee to be charged shall not be in excess of the amount named, but may be reduced by the Chief Grain Inspector when, in his judgment, such reduced fees will pay the running expenses of his department. By reference to the annual statistical report of the Kansas City Board of Trade for 1921, we find that 81,633 cars of wheat, 12,396 cars of corn, 4,284 cars of kafir and milo, 4,187 cars of oats, 402 cars of rye, 1,105 cars of barley, or a total of 103,907 cars of grain were received in Kansas City during the year 1921. Assuming that all of these cars were inspected and weighed by the Missouri and Kansas departments, their income would be \$207,814.

All of the monies received by the Chief Grain

Inspector are placed in a special fund with the State Treasurer, and cannot be used for any other purpose than to defray the expenses of the grain inspection department, only by act of the legislature. Several times since the law was enacted, large sums have been taken out of the fund and placed in the general fund by act of legislature. This should not be permitted.

We believe the only way to secure a reduction in fees for weighing and inspection in this state is to repeal the present law and re-enact the law repealed, providing that when the amount of surplus in the revolving fund is in excess of fifty thousand dollars that the fee for inspection shall automatically reduce from \$1.00 to 75c per car for inspection and same for weighing.

**Group meetings** will be held during the latter part of June and first two weeks of July. Attendance at these meetings means much to every dealer in the state. We hope to arrange to have many farmers attend these group meetings. We will give advance notice of meetings through your local papers and will expect your co-operation in securing a good attendance. We will secure type samples of the different grades of wheat from the state inspection department in order that you may have an opportunity of inspecting same.

L. L. Winters, Chicago, addressed the dealers on Grain Exchanges, Their Obligations and Prerogatives, from which we take the following:

## Grain Exchanges, The Obligations and Prerogatives.

Webster defines obligation as "any act or condition by which a person becomes bound to do or forbear something."

Grain exchanges were organized primarily to facilitate the handling of business amongst members. The purpose may have been selfish, just as the organization of every business enterprise is selfish, but in organizing the grain exchanges, the members either consciously or unconsciously performed an act, created a condition, whereby they obligated themselves to handle the grain crops of the country in an honest, economical and efficient manner, to render adequate service for the returns received, and to forbear from dishonest practices, from making excessive charges, from rigging the markets, and such like indulgences detrimental to the interests of the general public—the producer and consumer whom they served.

In pursuance of this obligation the Chicago Board of Trade adopted and has developed the present grain marketing system and the present grain marketing system is the most efficient, most economical marketing system ever devised. Through the medium of this system grains are handled with a smaller percentage of handling cost from producer to consumer than any other farm product or commodity, and this small handling cost accrues to the benefit of both producer and consumer. Because of this small handling cost the farmer receives more for his grain, while the consumer pays less for his grain product than would be the case under any other marketing system in the world.

It is not necessary for me to explain in detail the operation of the system, for most of those present are just as familiar with the workings of the system as I am myself. For the benefit, however, of those who may not be wholly

## Entertainment Com'tee Wichita Board of Trade.



Standing: P. J. Matthews, Ed. M. Kelley, John H. Beyer, J. H. Moore, O. E. Bedell.  
Seated: Sec'y Brd. of Trade R. B. Waltermire, Pres. Ed. F. Beyer, Geo. Koch and L. H. Powell.



familiar, let me say that the basis of the system's economy is organized speculation which permits of hedging facilities.

Mr. Hoover, after two years of intensive study, pronounced the Chicago Board of Trade the most economical agency for the distribution of food in the world. Everyone who has ever studied the system impartially has come to the same conclusion.

The Supreme Court of the United States in a decision handed down said: "As has appeared, the plaintiff's chamber of commerce is, in the first place, a great market, where, through its eighteen hundred members, is transacted a large part of the grain and provision business of the world. Of course, in a modern market contracts are not confined to sales for immediate delivery. People will endeavor to forecast the future and to make agreements according to their prophecy. Speculation of this kind by competent men is the self-adjustment of society to the probable. Its value is well known as a means of avoiding or mitigating catastrophes, equalizing prices and providing for periods of want. It is true that the success of the strong induces imitation by the weak, and that incompetent persons bring themselves to ruin by undertaking to speculate in their turn. But legislators and courts generally have recognized that the natural evolutions of a complex society are to be touched only with a very cautious hand, and that such coarse attempts at a remedy for the waste incident to every social function as a simple prohibition and laws to stop its being are harmful and vain."

The Middleman's Toll: But perhaps those farmers who sold corn to their country elevator around 40c the bushel and saw the same corn sell in Chicago for around 60c the bushel may wonder wherein the great economy of this system lies. Let us consider a few concrete cases of this kind. I have here the manuscript of a pamphlet soon to be published by Professor Boyle of Cornell University. I should advise you to write for a copy of this pamphlet. Its contents will interest you. I was permitted to read the manuscript before publication, and I asked to be allowed to bring it with me on this trip in order to present some of the information which it contains to you.

Handling Cash Grain—Typical Examples.  
Example No. 1.—One car of corn, shipped from Elk Point, S. Dak., July 5, 1921. Grade No. 2 Yellow corn, 1,960.20 bu. Paid to farmers by local elevator, 42c per bu. Sold to Chicago consumer, July 8, at 63½c per bu.  
Paid by Chicago consumer ...\$1,247.28  
Farmer received ..... 823.31 or 66.00%  
Railroad freight ..... 334.83 or 26.85  
Local elevator ..... 56.91 or 4.56  
Commission merchant, Chicago 19.60 or 1.57  
War tax on freight ..... 10.04 or .81  
Car inspection .....\$ .30  
Grain inspection ..... 1.00  
Weighing ..... 1.00  
Interest ..... .29— 2.59 or .21  
100.00%

Freight Charges Appalling: We see from these examples that the country elevator charge is small, likewise the charge of the Chicago commission merchant, but the charge for freight is appalling. What we want, then, is lower freight rates; yes, and lower taxes. Let us see what the prospects are for getting lower freight rates and lower taxes. Here is the position of the railroads. The Interstate Commerce Commission, a government board, is fixing rates on the one hand, and the Labor Board, a government body, is fixing wages on the other hand. A business enterprise owned by private capital cannot operate successfully under such conditions. The government realizes this and in order to afford some relief the so-called Transportation act of 1920 was passed.

We have so many bureaus and commissions regulating business we must have higher taxes to maintain them. We cannot do business without the railroads and they cannot continue to operate without profitable rates. We must pay them revenue either as taxes or in increased freight rates.

Way back in the days of Cornelius K. Vanderbilt, who is credited with saying "the public be damned," we started in to regulate the railroads, until today they can do nothing without the consent of some government bureau or commission. We have the railroads just where we seemed to want them. Our victory is sure to bring us much embarrassment before we are thru with our problem.

What we need in this country is the more rigid enforcement of the criminal law, less interference with the economic laws and fewer attempts to regulate business.

C. E. Huff, Oronoque, in discussing, Is Future Trading an Essential Function? said:

I have great respect for any institution or system that has weathered the storms of the past. It must have real merit or it would have succumbed long since.

A feeling exists among our farmer friends that in our present system of marketing grain the interests of the growers received rather shabby consideration. We do not know that it has been so intended, but it seems so to us.

The Board of Trade, no doubt, is blamed for some of our marketing troubles unjustly. I doubt the grain exchanges have as yet perfected the method of protecting the country cash handler of grain against the vicillations of the market.

Having bot 8,000 bushels of wheat at a dollar last fall, I tried to sell it in the different nearby markets for quick loading, but no one would pay me within ten cents of the future price. Finally I sold the future in Kansas City at a little less than \$1.08. I loaded out the wheat as quickly as possible and as soon as I sold the wheat I bot in my hedge at a handsome loss. I was convinced that I have something to learn of the real advantages of our hedging system. However, I firmly believe that the grain exchanges will work out desirable improvements, so we can safely hedge against our cash holdings.

E. D. Bigelow, sec'y of the Kansas City Board of Trade, called attention to the fact that while consumers bot grain only when they needed it, the producer insisted upon marketing his crops as soon as he harvested. Someone must carry this surplus until the consumers want it. The increased buying power of our dollar has helped to depress the market price of wheat.

F. A. Derby, Topeka: The decision of the Supreme Court in the Capper-Tincher law leaves us with little less than a great expense to the Government without any marketing benefits.

L. L. Winters: If cash handlers are to use the hedge with benefit, they must study marketing methods and learn how to protect themselves. The grain exchanges might be abolished, but we would still have dealing in grain for future delivery, because we can not make immediate deliveries, however much we might desire to do so. Until shippers do make deliveries they must carry the risk of ownership unless they hedge against their cash holdings.

J. W. Douglas, Nortonville: I live near three active markets and receive card bids from each daily. Seldom do I get a bid within 5 or 6 cts. of what my wheat would sell for on the market that day. If I were guided by the card bids received during the last year in buying grain I would have the farmers on my back all the time. Most of the wheat marketed at my station is yellow and of low grade.

President Mead appointed the following committees:

Resolutions, W. S. Washer, St. Joseph; F. A. Derby, Topeka; L. H. Powell, Wichita; C. E. Huff, Oronoque; John McGruder, Pratt. Auditing Com'ite: A. Swanson, Coats, and R. W. Cox, Elsmore.

Adjourned to 9 a. m. Tuesday.

### Wednesday Morning Session.

The second session was called to order by Pres. Mead at 9:30 a. m., and an address on "What the Local Elevator Pays for the Slice it Gets Out of the Consumer's Dollar" was read by Prof. R. M. Green, of the Kansas State Agricultural College. From it we take the following: [See Page 680.]

A Dealer: What was the average shrinkage shown by the elevators reporting?

Mr. Green: About one-half of 1%.

A Dealer: The figures you have given, Mr. Green, indicate that the country elevator may actually be doing business at a loss. In such circumstances, will either the producer or the consumer be benefited?

Mr. Green: I should say that both producer and consumer will be harmed, and not benefited, because it is not conducive to satisfactory conditions when any necessary and legitimate business is conducted at a loss.

Sec'y Smiley spoke of the necessity of knowing the cost of doing business, and said the grain dealer must learn the facts, as 1921 has left more business wrecks strewn along the grain trade way than any previous year.

Geo. A. Wells, Des Moines, Ia.: There is a risk of ownership in handling grain. It cannot

be avoided, and sometimes it upsets average statistics.

B. E. Clement, Waco, Tex., pres. of the Grain Dealers National Ass'n delivered an address on "Our Government and the Grain Man's Relation Thereto." This address by Mr. Clement was one of his most powerful and effective addresses. It dealt at length with some of the major features of governmental activities, and registered a plea for return to the fundamental principles upon which the Nation was founded.

Adjourned for luncheon.

### Wednesday Afternoon Session.

An explanation of a plan of wholesale life insurance, similar to that recently offered to several other grain dealers ass'ns, was made by O. T. Cropper, of Topeka, a representative of a life insurance company.

The convention adopted a motion authorizing the board of directors to act finally upon the insurance plan, to work out the details of its application to members of the ass'n, and to ascertain the wishes of the membership on a proposition to take advantage of the plan.

C. Q. Chandler, pres. of the First National Bank in Wichita, spoke on "Business Prospects," dwelling at some length on the position of Wichita as a grain market and Kansas as a grain producing state. He pointed out the fact that Kansas is an important factor in the world's wheat production, and the city a strategic milling center because of its location near the wheat fields and in a direct line of good transportation to important seaports.

Financial conditions of recent years were reviewed by the speaker, who said we can never hope for improvement in economic conditions until the vast increase in world indebtedness and currency inflation is overcome. He said, however, that we are improving our condition, and that with our vast assets we can remain a great nation if we handle ourselves properly.

In answer to a question asked by E. D. Bigelow, sec'y of the Kansas City Board of Trade, Mr. Chandler said that "our farmer friends, like our grain dealer friends, our miller friends and all our friends, each think that when things go against us they are the only ones touched. There are 14,000,000 people engaged in farming, and that means a lot of votes, and politicians have fostered the feeling that farmers have suffered most of all."

H. G. Randall, of Kansas City, chairman of the executive com'ite of the Southwestern Wheat Improvement Ass'n, explained the plans and purposes of that organization. He referred to the deterioration that has occurred in the quality and quantity of the wheat of the Northwest, and said that it is the hope that such a situation may be avoided in the Southwest by taking up the work before it is so seriously needed.

Wm. Murphy, Kansas City; C. B. Warkentin, Newton, Kan.; and Geo. M. Lowry and C. Q. Chandler of Wichita also spoke in support of the plan for wheat improvement.

Adjourned to Thursday morning.

### Thursday Morning Session.

Pres. Mead called the convention to order at 10:30 a. m., and Geo. A. Wells, Des Moines, Ia., sec'y of the Western Grain Dealers Ass'n, read a paper on "Railroad Elevator Site Leases." This address was delivered by Mr. Wells at the convention of the Illinois Grain Dealers Ass'n, and it was published on page 606 of the Journal for May 10.

A Dealer: It is my opinion that a distinction should be made between grain elevators, used almost wholly for the purpose of transferring grain from farmers' wagons to railroad cars, and other industries and plants used for commercial and profit making purposes.

Mr. Wells: I, too, think there should be a distinction, but the Interstate Commerce Commission has given a decision requiring the carriers to charge a reasonable rental for elevator sites, and the carriers cannot deviate from this because of the factor of discrimination.



An address, "Are the Standards Adopted by the Bureau of Markets Too Rigid as Applying to Heat Damaged Kernels in Wheat" was delivered by J. S. Hart, chief of the Kansas State Grain Inspection Dept. From it we take the following:

## Heat Damaged Kernels in Wheat.

Heat damaged kernels in wheat has appeared in such quantities during the past few months, has been so difficult of interpretation and has been the cause of so much monetary loss and dissatisfaction among the grain men and farmers that I consider it the most serious problem of grain grading which we have ever been required to solve.

I am very much in favor of Federal Grain Standards and in a close supervision of all grain inspectors by the federal authorities as I believe the most satisfactory system of grain grading is one set of standards uniformly applied at all markets in the United States. Prior to the present Federal Grain Standards there were about seventy-five different sets of grain grades in the various markets of the country and there was a lack of uniformity and much confusion because of the large number of grain grading rules and different methods of application.

The present Federal Wheat Standards were intended to be fair to all parties interested in the production, distribution, milling and the consumption of grain. Since taking charge of the Kansas Grain Inspection Dept., some three years ago, I have endeavored to co-operate in every way possible with the officials of the Bureau of Markets in order that our inspectors might properly apply the standards. During the past few months I have attended a number of important conferences between government officials, millers, farmers and grain dealers which were called to discuss grain inspection problems and at each of these conferences it was almost unanimously decided that no changes were desired in the present grading system, altho a great amount of criticism was offered relative to the application of the standards and the interpretation of certain grading factors.

The success of any set of rules or any law depends upon whether such set of rules or law can be properly enforced. This applies to grain grading also. If any grading factor is so difficult of interpretation or if the percentages allowed is so small that two inspectors cannot arrive at the same results, then that factor is not consistent to good grain grading and should be modified.

Grain grading at its best will never be an exact science, as an inspection must be made on a very small portion of the lot of grain represented, and unless there is an absolute uniformity of loading samples drawn it will vary at least to a slight extent.

Under the present methods a sample drawn from a car load of grain is only 1/25000 or 1/30000 part of the entire lot. When you stop to consider that in the analysis of a sample for heat damaged kernels we use not more than 1/30 part of the 1/30000 part of the whole car, or 50 grams, and make our determination on one 1/900000 part of the entire car, you can readily see a slight variation will occur even in a uniformly loaded car.

In cases where the percentage allowed is large enough these variations will seldom be wide enough to materially effect the grade. Take for instance, total damage which allows 4% damaged grain in No. 2 wheat or four bushels to each hundred bushels. This percentage is large enough to take care of the slight variation in sampling an evenly loaded car. On the factor of heat damaged kernels, however, the percentages allowed are so small that not only will two samples drawn from the same car

vary enough to change the grade as much as two or more numerical grades, but two portions of the same sample will often show a wide variation on this factor.

**Some experiments:** We made a large number of experiments regarding this matter, using white wheat containing black heat damaged kernels. Our chief assistant inspector analyzed over 100 portions in making these experiments, using various amounts from 30 grams to 125 grams in each portion. With a predetermined amount of heat damaged kernels and using the best mechanical devices for mixing and dividing these samples we find that like portions of the same sample varied as much as three numerical grades from other portions. I will quote you two of these experiments in detail:

**Experiment No. 1:** 990 grams common white wheat, 10 grams of heat damaged kernels. Full sample run over kicker and then through divider twelve times, after which it was cut down and four 60-gram portions analyzed:

Portion.	Grams.	Heat Damaged Kernels.	
1st	60	98/100%	No. 4
2nd	60	1-3/10	No. 5
3rd	60	1-4/10	No. 5
4th	60	96/100	No. 4

**Experiment No. 2:** Using 500 grams white wheat, two grams heat damaged kernels running through Boerner Sampler ten times, split down to eight separations:

Portion.	Grams.	Heat Damaged Kernels.	
1st	62	47/100%	No. 3
2nd	62	43/100	No. 3
3rd	59	41/100	No. 3
4th	61	46/100	No. 3
5th	60	6/10	No. 4
6th	61	56/100	No. 4
7th	66	28/100	No. 3
8th	67	15/100	No. 2

These experiments, together with differences which our best inspectors have shown on portions of the same samples, convince us that the percentage of heat damaged kernels allowed in grades (No. 1 to No. 4, inclusive), are entirely too small for satisfactory commercial grain grading.

The second, and the more serious problem, is that of the interpretation of the Federal Standards on this factor. The Standards define heat damaged as "kernels and pieces of kernels of wheat which have been distinctly discolored by external heat or as a result of heating caused by fermentation." The term "distinctly discolored" must be interpreted by the inspector who makes the analysis according to his best judgment as just where to draw the line between skin burned kernels and those distinctly discolored by heat. The licensed inspector, therefore, must base his interpretation upon the ideas of the Board of Review at Chicago as conveyed to him by mailed separations and verbal instructions from the Federal Supervision.

Before the Federal Grain Standards were adopted, the millers and grain men applied the term heat damaged "mow burned" or "skin burned" to kernels of wheat which were burned to a mahogany or cherry red and which could be easily recognized by any practical grain man. The Board of Review, however, has placed a much more rigid interpretation on the factor of heat damaged and are considering as heat damaged kernels berries of wheat which are discolored at the germ end only, the balance of the berry being sound and sweet.

We have talked with many millers who have stated that they were of the opinion that berries of this kind should be classed as total damaged instead of heat damaged berries. This rigid interpretation and the difficulty which licensed inspectors have had in keeping their ideas lined up with those of the Board of Review has made inspection very uncertain and

because of this fact the discounts for the lower grades of wheat have been very heavy, especially in the Southwest markets.

We contend that the methods of determination on this factor have not only discredited the Federal Standards and the Grain Inspection Departments, but have cost the farmers and grain dealers of this section hundreds of thousands of dollars and we urge you to investigate carefully the position of the Board of Review on its recent years, and our exports of wheat have terpretation of Heat Damaged Kernels.

Mr. Smiley: What suggestion do you have for a remedy?

Mr. Hart: I will refrain from saying, but I think our present methods of interpreting heat damage are impossible. The inspectors are not at fault, neither are the supervisors. They try to grade the grain right. I think, however, that Congress should be asked to amend the Grain Standards Act to make it mandatory on the Sec'y of Agriculture to appoint on the Board of Review a practical grain dealer and a practical miller, men who are active in service, regardless of their knowledge of the technicalities of grain grading. To put it bluntly, I think a little horse sense would not hurt a bit.

Mr. Hart related cases of cars of wheat containing so called heat damaged kernels that he knows have been used by millers for flour making, apparently with complete satisfaction.

"There is something wrong with the rules when experienced grain dealers cannot look at a sample of wheat and tell whether it will grade No. 1 or Sample."

R. E. Harrington, Baker: Is it not true that some of the trouble is due to friction between the inspection dep'ts and the Bureau of Markets?

Mr. Hart: There has been no friction in our case so far as I know. If I thought we had an inspector who would grade grain a certain way just to comply with the wishes or desires of a superior I would fire him.

Sec'y Smiley: When federal standards were proposed we were told a certificate issued any place would be good any other place. Today a certificate is not worth the paper it is written on.

Adjourned for luncheon.

## Thursday Afternoon Session.

When Pres. Mead called the last session to order at 2 p. m., Mr. Smiley read the following financial report:

### Financial Statement.

Receipts.	
Balance on hand Jan. 1, 1921 .....	\$ 5,451.67
Membership and dues .....	7,212.25
Advertising and directories .....	1,599.30
	\$14,263.22
Disbursements.	
Postage .....	\$ 247.00
Telephone and telegraph .....	97.79
Printing .....	774.60
Office supplies .....	179.14
Rent .....	432.00
Taxes .....	7.58
Declined checks .....	26.00
Returned checks .....	26.00
Expense annual meeting .....	63.00
Collection claim .....	1.80
Attorney fee .....	150.00
National dues .....	300.00
Stenographer .....	1,205.00
President's traveling expense .....	91.57
Secretary's traveling expense .....	563.72
Secretary's salary .....	5,000.00
	\$ 9,165.20
Balance Jan. 1, 1922 .....	5,098.02
	\$14,263.22

The report of the Ass'n's Traffic and Claim Dep't was submitted by S. R. Duckett, mgr. of the Dep't. This report showed that the Dep't has filed for dealers a total of 4,703 claims, of which 3,928 have been paid. Of the remaining claims, 312 were cancelled and withdrawn for various reasons, while 463 stood open, in suit, etc.

Mr. Duckett also spoke briefly about some other transportation matters, one of which related to the seal protection given cars. He said the American Railway Ass'n expects to investigate this subject soon.

H. L. Shellenberger, of Geneseo, reported for the arbitration com'lite. He said the year had been singularly free from controversies be-

## Some Officers of the Kansas Grain Dealers Ass'n.



Left to Right: Director A. Swanson, Coats; President S. P. Wallingford, Wichita; Director H. L. Shellenberger, Geneseo, and Sec'y-Treas. E. J. Smiley, Topeka, Kan.



tween dealers, and asked that the three members of the com'te, who have served for 3 consecutive years, be relieved from further duties.

A rising vote of thanks was accorded the members of the com'te.

The com'te had attempted to hold. He explained that the Texas representative had said that if the other ass'ns would adopt the Texas rules, uniform rules could be obtained immediately, and Mr. Strong expressed the opinion that no progress will ever be made so long as the Texas ass'n adheres to that position.

Upon motion by Mr. Strong, Sec. 2 of Art. 8 of the by-laws was amended to authorize the president to appoint a Trade Rules Com'te of 3 members.

Mr. Strong also proposed certain new trade rules, but upon motion these were referred to the trade rules com'te to be appointed. This com'te was then instructed to draft its recommendations and to submit them to the sec'y to bulletin to members for a referendum vote on adoption.

Mr. Shellenberger spoke on the laxity of dealers in checking the confirmations received from persons with whom they trade, and referred especially to the rule which makes the buyer's confirmation govern when the parties to a trade fail to object to differences in confirmations. He said he does not approve this rule, because he considers it unfair.

It was suggested that in such cases the only fair solution is to "split the difference," but there is little foundation in good business methods for such a course of careless dealing.

The report of the resolutions com'te was read by Mr. Washer, and the following resolutions were adopted unanimously.

#### Resolutions.

##### Against Government Discount Scale.

Whereas, During government control of handling wheat when prices were high, practically double present prices, discounts for different or lower grades were arbitrarily increased over the discounts long prevailing under competitive conditions; and

Whereas, The exporters at Gulf ports have continued to apply what is termed the Government Discounts of 3c below No. 1 for No. 2 wheat, 6c for No. 3, 10c for No. 4, and 14c for No. 5, and as much more as their conscience would permit for sample grade, which we consider unreasonable and unjust, as the same exporters are applying only 2c discount between the various grades at some of the central markets; therefore, be it

Resolved, That the Kansas Grain Dealers Ass'n urge and demand that the exporters discontinue application of this unreasonable and unjust discount which levies an unreasonable burden upon agriculture now already burdened to the full limit under existing conditions, and return to the discounts prevailing prior to government control on a basis which will fairly represent the difference in the intrinsic or actual value in the various grades; and be it further

Resolved, That we as individuals refuse to accept bids and offers on basis of government discounts.

##### Oppose Galveston Freight Differentials.

Whereas, The Galveston Commercial Ass'n has filed a formal complaint before the Interstate Commerce Commission, its Docket No. 12798, charging the carriers of the southwest with violations of the interstate commerce act because of the relationship now existing in the rates from points in the southwest to Galveston, Tex., as compared with New Orleans, La.; and

Whereas, The freight rates on grain to the ports of Galveston and New Orleans for export have been maintained for a great many years upon a parity as between the two ports, which parity of rates the Galveston Commercial Ass'n is endeavoring by its complaint to break down so that in the future the rates to Galveston would be less than to New Orleans; and

Whereas, The margin upon which grain is handled is so small that the establishment of any differential in the rates on export grain means the practical closing of the port with the higher rates; and

Whereas, The experience of the past shows that the export movement of grain from the Southwest is so great that the existing port facilities at all the Gulf ports combined are inadequate properly and expeditiously to clear the grain, that those of Galveston are less extensive than those of New Orleans, and that the usual experience of the Southwest year after year is that an embargo is laid by the carriers upon the port of Galveston when the export movement is heaviest because of such lack of facilities; and

Whereas, The experience of the grain trade

with such embargoes is most unfortunate, losses of large sums of money resulting annually to the grain shippers of the Southwest; and

Whereas, The closing of the port of New Orleans by a rate differential must inevitably interfere with the free flow of grain for export and adversely affect the price received by the purchaser; now therefore be it

Resolved, By the Kansas Grain Dealers Ass'n that the action of the Galveston Commercial Ass'n is unjustified and selfish in the extreme, and shows that that body is indifferent to the needs of the shippers who use the port of Galveston; and that the Interstate Commerce Commission should be warned of the serious economic results if the prayer of the Galveston Commercial Ass'n be allowed; and be it further

Resolved, That the Sec'y be, and he is hereby directed to send copies of these resolutions to the Interstate Commerce Commission and the Galveston Commercial Ass'n.

##### For Lower Inspection and Weighing Fees.

Whereas, The weighing and inspection of grain at terminal markets within the state of Kansas is under the supervision of the Kansas Inspection Dep't, and the fees collected exceed the amount necessary to maintain such weighing and inspection department; therefore be it

Resolved, That the Sec'y be, and he is hereby instructed in behalf of this Association to urge that the fees and charges for weighing and inspection of grain be reduced to an amount that will consistently maintain such department and that this matter be taken up with other state authorities where the charges for weighing and inspection of grain are in excess of what is required to consistently maintain such departments.

##### Grading of Heat Damaged Wheat.

Whereas, The methods now employed by the federal inspectors are so finely drawn and technical as applied to the interpretation of heat damage that there is an absolute lack of uniformity in grading as applied to this particular phase of grading wheat; and

Whereas, The attempt on the part of the federal inspection dep't to differentiate between such vast number of degrees and shades of so called heat damage, makes it an impossibility for the inspector to establish a fixed grade upon such wheat; and

Whereas, The Supervisors and Board of Review are themselves without the means of confirming or substantiating the findings of their inspectors; and

Whereas, This inability on the part of the inspection dep't to arrive at, or establish any uniformity in grading upon heat damage works an intolerable and ruinous condition in the grain business;

Therefore, Be it resolved that the Kansas Grain Dealers Ass'n condemns the present grading on heat damage as impracticable, unjust and unworkable. We ask that proper hearings be had that will lead the dep't to make application of these grades upon their real, rather than their technical value.

Resolved, That the Sec'y be, and is hereby directed to send copy of this resolution to the Inspection Dep't of the Bureau of Markets of the United States Dep't of Agriculture.

##### Hope for Fairness.

Resolved, That we were gratified to learn from the address of Prof. R. M. Green of the desire for mutual co-operation between the Kansas Agricultural College and the grain and feed dealers of Kansas, and we therefore indulge the hope that a similar spirit of fairness and helpfulness may permeate the Feed Control Dep't of the Kansas Agricultural College to the end that lawful, patriotic, taxpaying business institutions of Kansas may be encouraged and not be further hampered and harassed, especially during such distressing times of business depression.

That our Secretary be, and is hereby instructed to forward a copy of this resolution to Pres. Jardine.

An amendment to the by-laws (Sec. 7 of Art. 1) was proposed. This is identical with the provision adopted by the Grain Dealers Ass'n of Oklahoma, providing for reciprocal action with the Grain Dealers National Ass'n governing non-eligibility to membership in either ass'n when there exists the disability of having been expelled from the other.

##### Election of Officers.

The following officers were elected for the ensuing year:

Pres., S. P. Wallingford, Wichita; vice-pres., A. Swanson, Coats; Sec'y-treas., E. J. Smiley, Topeka.

Directors: 2nd district, C. A. Kalbfleisch, Harlan; 4th district, H. L. Shellenberger, Geneseo; Nebraska district, J. M. Rankin, Cambridge, Neb.

An explanation of the plans and purposes of the State Police Auxiliary Com'te, which is in charge of the movement to provide state officers for the policing of public highways,

was given by Frank L. Mather, of Chicago. Adjourned *sine die*.

#### The Banquet.

Wednesday evening the Wichita Board of Trade was host to over 600 visiting dealers, their wives and friends and all were comfortably seated in the Grill of the new Broadview Hotel.

When the guests had been seated, President E. F. Beyer of the Wichita Board of Trade introduced L. H. Powell as toastmaster.

After the five course dinner had been well served and cigars lighted, toastmaster Powell called upon President Mead, Secretary Smiley, the "biggest miller in Wichita" and several others who were permitted to arise, bow and be seated. In an unguarded moment the toast master granted a little more time to William Murphy. He was granted enough time to tell one story and he quickly avenged all those who were permitted to bow by telling one of his Swede dialect stories that gave his auditors a laugh at the expense of the toastmaster.

Singing by the Rotary Club quartette was a real treat. A string orchestra also favored the guests with some excellent music.

Toastmaster Powell introduced Douglas Malloch, a humorist of national reputation who held the close attention of the dealers for an hour. In giving them ludicrous side lights on matrimony, he pitched one sex against the other so deftly that curtain lectures were started right there, and he requested the disputants to postpone their controversy until their return home. All were kept in convulsions throughout his address and were sorry when he stopped calling attention to the frailties and foibles of one sex and the habits and customs of the other. Whenever his auditors became weary with laughter Poet Malloch led them to seriousness with one of his tender poems.

The favorite song of the evening was "Spend Your Money" and Mine Host Siedhoff proved that he had learned to sing it long ago.

#### Convention Notes.

Walter M. Browne came from Memphis, Tenn.

J. W. Boyd, of Joplin, was only shipper from Missouri.

H. L. Christy shocked every one whose hands he shook.

The only Nebraska dealer present was E. T. Blue, of Trenton.

From St. Joseph, Mo., came W. S. Washer and C. A. Geiger.

Chicago receivers representatives present were P. S. Goodman and L. L. Winters.

The radio receiving equipment in the Roof Garden was kept at work between sessions.

Every morning many dealers visited the attractive quarters of the Board of Trade to get the markets.

R. C. Jordan, sup't for the Central Elvtr. & Warehouse Co., New Orleans, was among those present.

Sec'y Smiley pulled thru his 25th year of service in the interests of Kansas grain dealers without a strain.

St. Louis dealers representatives included Ward Smith, W. E. Henry, W. K. Stanard, and T. A. Bryant.

Minneapolis receivers were represented by A. E. Dornbach, The McCaull-Dinsmore Co., and R. O. Cromwell.

A one word sermon on business conditions by Henry Lichtig was to this effect: *Kwitcherbelliakim!!!*

Salina men in attendance included J. J. Hughes, of the Weber Flour Mills Corporation; J. R. Miller, and W. A. Talbott.

Registration was in charge of F. S. Rexford, of the Grain Dealers Natl. Mutual Fire Ins. Co. Names on the book Wednesday noon totaled 578.

Texas dealers in attendance included B. E. Clement, Waco; E. W. Harrison, Hereford; J. C. Crouch, Galveston; and R. T. Dorsey, Fort Worth; Chas. Dorsey, Panhandle.

The dealers and their ladies were entertained by Wichita dealers and their wives,



daughters and sweethearts at a dance in the Roof Garden Tuesday evening.

Railroad men in evidence were H. D. Butts, of Galveston, for the Santa Fe; E. G. Waring, Kansas City, Gulf Coast Lines; and Hugh Hardin, Kansas City, for the Illinois Central.

Grain inspectors and inspection officials who came were Geo. S. Colby, New Orleans; J. S. Hart, T. B. Armstrong, C. W. Shull and F. E. Fiehler, of the Kansas Dep't; and R. D. Jarboe and Howard N. Holmes of the Bureau of Markets.

Ladies who attended included Mesdames G. W. Douglas, Athol; F. A. Derby, Topeka; F. D. Bruce, Kansas City; R. E. Harrington, Baker; Jay Hausam and Louis Hausam, Hutchinson; E. J. Smiley, Topeka; F. S. Rexford, Wichita.

FROM OKLAHOMA the following men came: D. J. Donahoe, Ponca City; A. R. Hacker, Enid; Ben U. Feuquay, Enid; John Maney, El Reno; Frank O'Bannon, Claremore; M. Nolan, Salt Fork; H. A. Davis, Cherokee; C. H. Stevens, Jett; R. H. Edsall, Wakita; W. W. Deck, Enid.

FIRE INSURANCE men who came were F. S. Rexford, J. T. Peterson and R. T. Blood, of the Grain Dealers Fire Ins. Co.; A. F. Koch, Western Grain Dealers Fire Ins. Co.; and G. A. McKinney, Rollie Watson, J. A. Braunagel and H. A. Braunagel, of the Illinois Millers Mutual Fire Ins. Ass'n.

SOUVENIRS given out included pencils by Goffe & Carkner, Inc., and Walter M. Browne; a pocket ruler by Henry Lichtig & Co.; a bill file by the W. S. Washer Grain Co.; and a device performing an optical delusion by the Geiger Grain Co.; whistle by Western Grain Dealers Fire Ins. Co.; walking sticks by Smith-McLinden Grain Co.

R. D. Jarboe, federal supervisor at Wichita, exhibited a sample of corn taken from a shipment which just arrived. An analysis of the sample showed that it contained 41.5% total damage, 36.4% of which resulted from infestation by Angoumois moth. The space in the car above the corn was full of flying moths. It is a serious crime to ship live stock as grain.

EXHIBITS included working models of the Carter Disc Separator, by the Carter-Mayhew Mfg. Co.; testers, triers, the Kewanee Truck Dump and Kewanee Loading Spout by P. H. Pelkey, in charge for Fairbanks, Morse & Co.; a dump and grain cleaner by the W. A. Petteys Machine Co.; two complete radio receiving sets and a transmitter; a model of the old and new Globe Truck Dump; the Trapp Dump and a gravity dump.

HUTCHINSON was represented by E. F. Merrill, John Hayes Grain Co.; Jay Hausam; Louis Hausam; H. F. Holmes; Joe Fleming; F. W. Kath and J. B. McClure, J. B. McClure Grain Co.; L. H. Rethorst; A. L. Ayres, Central Grain Co.; Harlow B. Brown; C. D. Jennings; Carl Hipple; G. D. Estes, the Midwest Grain Co.; R. C. Davidson; W. P. Little; R. W. Payne, Southwest Grain Co.; A. G. Reynolds, Farmers Commission Co.; C. E. Jones; E. A. Mowery, Hutchinson Grain Co.; J. W. Berg; Dave Razlaff.

MACHINERY and supply men and builders present included J. B. Ruthrauff, Huntley Mfg. Co.; A. C. Rynders and Tom Curless, Star Engineering Co.; E. W. Lott, Carter-Mayhew Mfg. Co.; C. C. Moore and E. F. Ernest, Federal Engineering Co.; J. C. Dennis and Fred L. Callicotte; Ben H. De Nio; F. H. Harshberger; W. A. Petteys, Petteys Machine Co.; A. G. Glick and E. A. Matthews, Richardson Scale Co.; O. C. Trapp; M. M. Egan and C. F. Egan, of Egan & Son; P. H. Pelkey, Fairbanks, Morse & Co.; A. Butcher; O. H. Horner, Horner & Wyatt.

KANSAS CITY receivers were represented by E. D. Bigelow, sec'y of the Kansas City Board of Trade; F. D. Bruce; E. E. Bryson; R. T. Cawthon; D. L. Croysdale; Carl Congleton; J. H. Compton; John W. Dayton; W. G.

Dilts; Arthur Freeman, of Ernst-Davis Grain Co.; W. S. Gabel, of Fuller Grain Co.; Thad L. Hoffman; M. H. Howard; L. M. Hicks; D. C. Hauck and C. W. Lawless, Jr., of Moore-Lawless Grain Co.; A. T. Ingman; Charlie Irons; E. M. Jolly; G. A. Johnson; Myrle H. Jones; Allen Logan and Allen Logan, Jr.; Henry Lichtig; J. F. Leahy; S. J. Owens; J. Ochs of B. C. Christopher & Co.; Robert D. Owens; Wm. Murphy; W. J. Mendsieck, Ernest J. Minshall, of Federal Grain Co.; H. I. McMillen; G. W. Penney; L. A. Patterson; Jay H. Wooldridge; B. C. Ragan; Julian Scott, of Terminal Elevators; E. R. Stripp; R. Y. Smith; Ernest P. Smith, of A. C. Davis Grain Co.; Charles G. Smith; C. A. Truesdell; W. C. Van Horn; R. T. Wells; C. B. Wilser; Harry F. Warnock, and Dick Wood.

Kansas shippers present included: Perry N. Allin, Coffeyville; H. F. Baker, Asherville; C. W. Barchet, Lakin; M. Bartlett, Norwich; Otho Behmer, Emporia; C. A. Boles, Burlington; Geo. C. Brown, Minneapolis; Tom Brown, Ensign; Roy W. Cox, Elmore; M. Chamberlain, Beverly; C. S. Carlton, Edna; O. W. Croxton, Bluff City; E. D. Clark, Tampa; R. C. Cunningham, Larned; J. H. Caton, Shook; J. W. Douglas, Nortonville; F. A. Derby, Topeka; J. H. Dye, Cunningham; W. J. Dietrich, Saffordville; G. W. Douglas, Athol; E. H. Elmore, Melvern; J. W. Falkner, Belvue; C. W. Flood, Conway Springs; W. F. Gillett, Coats; J. D. Frove, Attica;

R. E. Harrington, Baker; Fred Houser, Great Bend; M. C. Hersherberger, Oxford; C. E. Huff, Ononoke; S. E. Hunt, Wellsville; Ed. Jones, Hugoton; C. A. Kalbfleisch, Harlan; G. C. Layne, Simpson; C. S. Laird, Belpre; W. W. Lam, Newton; J. R. Ladlie, Liberty; C. W. Lewis, Hardtner; Wm. Little, Englewood; M. J. Long, Montezuma; J. A. Lyons, Langdon; R. H. Miller, Claflin; A. B. Minshall, Anthony; A. J. Moore, Caldwell; John Ochs and Jacob Ochs, Hoisington; E. V. Osman, Belleplaine; W. S. Frather, Garfield; Willis W. Perea, Iola;

Ira Rankin, Kinsley; Leo Redetzke, Susank; Sam Reusser, Moundridge; G. H. Ricker, Pratt; J. J. Ryff, Antelope; Steve Roach, Englewood; A. L. Scott, Pittsburg; A. L. Seeley, Pratt; H. L. and H. H. Shellenberger, Geneseo; C. C. Smith, Conway Springs; C. Stecher, Haven; J. T. Summerhauser, Garden Plain; A. Swanson,

Coats; C. A. Sweetser, Kingman; M. W. Tres-sell, Bartlett; Wm. Underwood, Lawrence; R. C. Webb, Conway; Arthur Wentz, Leon; H. B. Wheaton, Hugoton; A. E. Woolridge, Browns Spur; H. C. Wiley, Mulvane.

## Concrete Country Elevator at Osborn, Mo.

The Osborn Elevator Ass'n, which was organized three years ago at Osborn, Mo., purchased an old elevator which was something of a firetrap; but instead of wasting money in costly improvements, decided after mature consideration to put up a fireproof building with up-to-date equipment, an ambition which has been realized only recently in the handsome building shown in the engraving herewith.

The 8 bins in this house have a capacity of 20,000 bus.; and the warehouse, 20x40 ft. with main floor and full size basement gives much additional room. The windows are of steel sash and the doors are metal covered. The cupola has two floors, a cleaner floor and a distributor floor.

The equipment includes one 10-ton Fairbanks-Morse Truck Scale; one 5-bu. Richardson Automatic Scale; combination dump; steel manlift; 300-bu. Western Corn Sheller; No. 4 Invincible Corn and Cob Separator fitted with wheat screens, and one elevator leg, all driven by a 25-h.p. gasoline engine.

The elevator leg is of steel, with steel boot and steel head, the leg built with inspection doors front and back of up leg. The buckets are V-shape, 11x7, on a 4-ply 12-inch rubber belt running over a 42-inch head pulley and 18-inch boot pulley, giving 1,000 bus. capacity per hour. The power is transmitted to the head house by rope drive.

The plant is on the C., B. & Q. R. R., and was designed and erected by the Monolith Builders, Inc.

GEO. W. UPTON's nomination as a member of the Federal Trade Commission, to succeed John Garland Pollard, has been withdrawn by Pres. Harding.



20,000-bu. Concrete Elevator and Warehouse at Osborn, Mo.



# Oklahoma Grain Dealers Meet at Oklahoma City

The Silver Anniversary convention of the Grain Dealers Ass'n of Oklahoma was held in the Skirvin Hotel, Oklahoma City, May 11 and 12.

Pres. R. E. Nelson, of Clinton, called the first session to order at 2 p. m. Thursday, and the address of welcome on behalf of the mayor of Oklahoma City was delivered by J. S. Estes, who took opportunity to voice a plea for government price guaranties applying on wheat, corn and cotton. Mr. Estes, a lawyer, displayed a singular line of reasoning, basing his assertion that the government can fix or guarantee grain prices on the premise of his own invention that the government has guaranteed income to railroads.

The response to the address of welcome was given by Pres. Nelson, who expressed the conviction that prosperity for the grain trade lies in the adoption of safety and service as its watchword.

Sec'y C. F. Prouty, of Oklahoma City, read his annual report from which we take the following:

## Secretary's Annual Report.

One of the sad features of meeting again after a year has elapsed is the empty chairs and the absence of familiar faces. There are numerous gaps in our ranks this year and some of our staunchest members have been garnered by the great Reaper. J. H. Shaw, of Enid, for many years our representative on the Tri-State Board, loyal, wise and dependable; John Dean, of Guthrie; J. W. Williams of Wayne; Col. Edwards of Medford, old, earnest, faithful members, and A. S. Connelley, of Oklahoma City, long connected with this Ass'n, are missing from among us as we meet today. We miss them but their memory abides and guides and encourages those of us who remain to carry on their task and ours.

The two outstanding barriers in the way of progress to the Southwestern dealer in conducting his business during the past season have been the scale of discounts and the lack of uniformity in grading grain.

What was known as the U. S. Grain Corporation discounts during the period of its existence was again thrust upon us during the past season at a time when economic conditions abroad demanded the purchase of our raw products.

**Discounts:** At the beginning of the season the scale of discounts provided for a difference of three cents per bushel between number one and number two, six cents between number one and number three, ten cents between one and four, and fourteen cents between number one and five. However, like a thunder storm out of a clear sky, the epidemic of heat damage made its appearance and was prominently featured, resulting in these discounts being increased as follows: Number four wheat fifteen cents off number one; number five wheat, 2% heat damage, 25c off. No. 5 wheat, 3% heat damage, 30c, while sample grades were applicable from 30c to 40c off.

This Ass'n, working in conjunction with other Southwestern Ass'ns, has made every effort possible towards a reduction of these discounts, and the combined efforts of all proved of little avail, therefore, it becomes my duty as your Sec'y to recommend that our President be instructed to appoint a com'tee to meet with a like com'tee of millers in an effort towards agreeing upon a line of discounts applicable to the new crop. Similar action will be taken in Kansas and Texas, and the following scale of discounts presented for consideration:

- 2c between No. 1 and No. 2 wheat.
- 4c between No. 1 and No. 3 wheat.
- 6c between No. 1 and No. 4 wheat.
- 10c between No. 1 and No. 5 wheat.

**Second Inspections at Galveston:** Our ass'n has been active with other southwestern ass'ns in an attempt to get the Galveston interests to have inspectors place on the second inspection certificate, date and grade of the first inspection.

Our object in making this effort was to protect the shipper's interest and to prevent delays occasioned by shippers being compelled to investigate whether returns made are based on first or second inspection. Arrival inspection is afforded at all terminals, interior or gulf, and while all grain arriving at Galveston is inspected promptly, yet there are instances, and many of them, where grain was inspected upon arrival and remained on track an indefinite length of time and when placed to the elevator for unloading was again inspected and account sales rendered on the basis of second inspection. It was to overcome this which prompted us to

act, and while we have not yet succeeded, we have not abandoned our efforts.

**Rate Discrimination:** Efforts on the part of the Galveston Commercial Ass'n to secure establishment of differentials on export grain from Kansas, Texas and Oklahoma, under New Orleans, was bitterly opposed by this ass'n.

All of you are familiar with the congested conditions which have prevailed at various times at Galveston, and the resultant hardships and losses which the shippers have faced. Should the petition of the Galveston Commercial Ass'n be granted, and a differential of five cents per hundred be created in favor of Galveston, the results would be far reaching and disastrous. Galveston has not facilities to handle the grain already being shipped there during the busy season, and how could it take care of the increased amount should rates make it incumbent upon shippers to favor that port as against New Orleans.

We fear you do not realize the magnitude of this matter, as so few dealers responded to the urgent appeal sent out by your sec'y prior to the hearing in Galveston on March 27th. The combined efforts of both ports are necessary to properly handle the large bulk of grain which is shipped during the early part of the season, and a discrimination against either port would result in congestion and losses to you.

**Lack of Uniformity of Grading Grain:** Lack of uniformity in grading grain during the past season has been a greater menace to the established grain business than any other factor. We must admit failure in the application of our present Grain Standards, in that they do not result in uniform grading, without which they become harmful rather than beneficial.

The meeting held in Oklahoma City March 1st for the specific purpose of remedying this trouble brot no results. Conditions did not improve thereafter; in fact, they have grown worse instead of better; therefore, I ask this frank question of you: "What are we going to do during this convention to make our position more pronounced upon this subject? Are we to remain silent and permit an arm of our government to function to the disadvantage of those whom it was intended to benefit, or shall we take a positive stand and go on record in an appeal to our representatives in congress and the entire interested southwest looking to the repeal of the law creating our present grain standards, or amendments thereto which will make it workable?" Even though the wheat crop proves this season to be of very even grade throughout, we do not wish for a recurrence of the action which made a vital matter out of a condition which was only "SKIN DEEP."

**Contracts:** The average elevator operator, through experience, has been taught that a thoro understanding at the time of making sales is a saving in both time and money; however, there were times during the year just past when the shippers' initiative was lost sight of and he had little to say or do other than to accept what was offered, or let it alone. The time honored custom of buying and selling grain moving for export on destination terms, meaning arrival inspection and unloading weights, was superseded by attempts on the part of receivers to apply inspection on the day the grain was unloaded. Depressed financial conditions made it necessary in a majority of cases for shippers, against their will, to be drawn into contracts of this character. With grain in the elevator purchased from the farmer, with banks pounding him upon the back for relief, with no avenue of escape other than to take what was offered, he had no alternative but to accept. Contracts made under such circumstances, purposely drawn for evasion of the rules and regulations at the port of entry, cannot stand the acid test. Printed plainly in every exporter's contract I have been able to get hold of the following paragraph is found:

"This contract is subject in all respects to the rules and regulations of the Exchange at the port of unloading," while higher up and entirely separate will be found either in print or in writing, "unloading grades, unloading weights."

Our interpretation of a contract of this kind is that it cannot serve two purposes in one. The paragraph corresponding with the rules and regulations of the Exchange at the port of unloading, which calls for arrival inspection, would certainly supersede anything to the contrary placed thereon in writing, or otherwise; therefore every shipper who entered into a contract of this nature would be entitled to settlement on the basis of arrival inspection.

**Storing Grain:** It has long been agreed that the storing of grain in the average country elevator for the convenience of the producing public, is a practice which reflects to the disadvantage of every one who attempts it. This is a subject which merits the very careful attention of every elevator operator, the capacity of whose house does not warrant engaging in such

traffic. You may be working in direct competition with those whose capacity make possible the storage of grain, and you may feel that in order to get your share it becomes necessary for you to do that which, nine times out of ten, will work to your own disadvantage.

The elevator operators of this state have long since realized that their plants were constructed for quick and convenient handling of grain from wagon to car, and were never intended for other purposes. Then why try to convert them into storage houses, for which they are not qualified.

The law on our statute books today governing public storage of grain was prompted by grain men whose experience was anything but satisfactory and who were looking for something which would relieve the situation for all time to come.

**Merchandising:** How far is the grain dealer justified in indulging in speculation, is a question which is often propounded. The merchandising of grain has become an art through systematic and careful study, and it is the abuse of its methods and misunderstanding of its purposes which have brought about comment and opposition.

Our vital point which should be stressed is a lack of understanding between the producer and the buyer. Were the elevator owners to make a careful study of the farmer's side of the transactions, and he a comprehensive survey of the methods and intents of the grain dealer, both parties would profit largely by the confidence thus established. Efficiency, the watchword of the times, makes for success, and only so may it be obtained. To know your business, to develop by the experiences of the past, and to be willing to take a legitimate profit, this is the secret of a successful grain dealer.

The speculator, of which there are many, who buys only for the raise, considering not the market value, learns by sad experience the inadvisability of his method. He is not stable, and he lacks the confidence of the producers, without which he cannot long succeed. Know your market, buy with a safe margin, and eliminate the speculative feature which has given the grain trade a figurative black eye. Safe and friendly competition makes for trade, as efficiency and fairness make for confidence and success. You will deal with the merchant who knows his business, and who gives to you what he asks himself, a fair deal.

**Controversies:** Your sec'y's office has been used as the medium through which a large number of controversies have been settled between buyer and seller without arbitration. We have always felt, as we do now, that the arbitration feature of every ass'n is its greatest adjunct, and affords a means of adjusting differences when all others fail. However, this past season out of 21 cases filed for arbitration, 17 have been settled without the services of the Board.

During the spring and early summer we held a number of district meetings which were unusually well attended, and the subjects discussed were of local as well as general interest. These meetings should and will be continued during the present season.

**Membership:** The year just passed has been a hard one, more so than many realize, yet this Ass'n has gone on functioning as best it could under such adverse conditions. We have taken in since our last annual meeting 28 new members, while we have lost 32, not from lack of loyalty, but through death, retirement from business, failure, or the fact that their business would not warrant their continuance as members. We consider this a most creditable showing, as our membership has only been reduced by four.

An explanation of the methods followed in estimating crop conditions and forecasting production was given by H. H. Schultz, Oklahoma Statistician for the U. S. Dep't of Agriculture. Mr. Schultz asked for consideration of his proposal that the grain dealers of the state co-operate with his organization in determining each year the quantity of each grain grown in each community and in the state as a whole.

G. S. Weitzenhoffer, vice-pres. Security National Bank, Oklahoma City, spoke briefly on the financial situation. Citing the conditions now existing in bond and securities markets, he said that money appears to be quite easy, and he predicted good times in the next few months if wheat and cotton crops are satisfactory. He strongly urged, however, that grain dealers confine their operations to the conduct of a merchandising business instead of speculating, at the same time giving unmistakable evidence of his opinion of the value of grain futures markets by saying that, "We insist that all such commodities be properly hedged when loans are made on them." He also said he regards the warehouse receipts of a properly managed elevator as prime collateral.

The question "Is the Country Grain Dealer Worthy of His Hire?" was answered in a positive and affirmative manner by J. N. Russell,



pres. of the Kansas City Board of Trade. Bringing the greetings of his organization to the Oklahoma dealers, Mr. Russell expressed the conviction that the service performed by the grain trade is not exceeded in its value to the community and the world by any other line of business endeavor, and he assured the dealers of his belief that the trade will be given additional opportunity to continue this service for a long time to come. The address will appear in a later number.

John Fields, editor of an Oklahoma farm paper and a regular attendant at meetings of the Ass'n, described our present predicament as being largely due to a feeling on the part of all that whenever we are troubled by a condition, real or fancied, we take refuge in the thought that by "passing a law" we can correct the situation. He said there is more to agriculture than the price at which the products can be sold, and illustrated his meaning by saying that 38% of Oklahoma farms have no milk cows, 28.5% no hogs, and 7.8% no poultry.

"Is it any wonder," Mr. Fields asked, "that the population of these cowless, sowless, henless farms should get peevish?"

According to Mr. Fields, we are just about as far away from the fundamental basis upon which agriculture was built as we can get, but, after asserting that any attempt to prevent farmers from doing business for themselves is a mistake because it supplies just the ammunition that leads them to believe the grain dealer himself is not sure that his service is worth the price he charges for it, he predicted a better understanding and appreciation on the part of all of the service rendered by every line of business.

A masterly address on "Our Government and the Business Man's Relation Thereto" was delivered by Ben E. Clement, of Waco, Tex., pres. of the Grain Dealers National Ass'n. Mr. Clement made no attempt to adhere to matters of technical or special interest to grain dealers. Rather, he considered the vast subject of government in those broad phases which make it a matter of vital import to every citizen, and he showed so conclusively that no fair man could doubt the truth of his argument that the present unsatisfactory conditions in American governmental affairs are caused almost wholly by our wandering from the fundamentals of that form of government laid down by the fathers in the Constitution.

Pres. Nelson appointed the following convention committees:

Resolutions: Frank O'Bannon, Claremore; Frank Winters, Oklahoma City; E. S. Bouldin, Muskogee.

Nominating: C. W. Goltry, Enid; Geo. L. Moore, Oklahoma City; G. G. Black, Fredrick.

Joint Com'te to act with a com'te from the Oklahoma Millers Ass'n to consider wheat discounts: W. O. Wheeler, Weatherford; W. M. Randels, Enid; L. O. Street, Woodward; P. G. Newkirk, Clinton; C. B. Cozart, Oklahoma City.

H. H. Alfrey, scale inspector for the Rock Island Railroad, read a paper on elevator scales and weights which appears on page 685.

### Friday Morning Session.

The convention was called to order at 10 a. m. by Pres. Nelson.

R. I. Mansfield, of Chicago, chairman of the Special Executive Com'te of the Grain Dealers National Ass'n, spoke at length on the work of that Com'te, which was created to carry on a campaign of education among farmers and the people generally as to the fallacies of proposed marketing schemes, especially that of the U. S. Grain Growers, Inc.

Mr. Mansfield related many of the details on the fight on the Lantz bills before the Illinois legislature, saying that the grain trade has no quarrel with co-operative marketing as such, because it is one of the rights of every American citizen to engage in any legitimate line of business which he can master; but he explained that every citizen does, or should have, antipathy toward anything that smacks of

communism, monopoly and the throttling of enterprise and initiative.

The U. S. G. G., Inc., said Mr. Mansfield, is now practically defunct, and there lies before the grain trade the greatest opportunity of all time to explain to the producers of grain the service that the trade actually renders, and which can not be rendered in a better manner by any other agency or organization. With this thought in mind, he laid particular stress on the statement that professional agitators are gathering wherever they see a chance to make money out of agitating, and the trade must not go to sleep again, but must always be alert and ready to show farmers how the machinery for grain marketing actually functions.

The speaker suggested that each dealer can help greatly in this work by talking with those farmers in his community who mould public sentiment, saying that this, in turn, will make the dealer a bigger and better merchant and will bring harmony instead of warfare.

Adolph Kempner, the delegate representing the Chicago Board of Trade, brought with him the trophy which is awarded for the best ten ears of corn exhibited at the International Grain & Hay Show. This cup was displayed on the chairman's table, and Mr. Kempner explained the purposes of the Show and urged that Oklahoma dealers make an effort to interest their farmer customers in it.

A paper on "Reduced Fire Hazards in Country Elevators," prepared by C. R. McCotter, of Omaha, Neb., Western Mgr. Grain Dealers National Mutual Fire Insurance Co. was read. It appears on page 696.

### Friday Afternoon Session.

When the convention was called to order at 2 p. m. by Pres. Nelson the following treasurer's report was read:

#### Treasurer's Report.

From May 1, 1921, to May 1, 1922.

Total receipts .....	\$7,423.19
Expenditures—	
Office rent .....	\$ 528.72
Phones and telegrams.....	202.74
Traveling .....	352.00
Postage, printing & stationery.....	200.61
National Association dues.....	150.00
Boys' Wheat Club.....	200.00
Rug for office.....	25.00
Expense of last annual meeting .....	219.18
Secretary's salary .....	5,000.00
Total .....	\$6,878.25
Cash balance .....	\$544.94
Due from Ass'n dues.....	247.50

The report of the resolutions com'te was submitted by Frank O'Bannon, and the following resolutions were unanimously adopted:

### Resolutions.

#### The Grading of Heat Damaged Wheat.

Whereas, the methods now employed by the Federal Inspectors are so finely drawn and technical as applied to the interpretation of heat damage that there is an absolute lack of uniformity in grading as applied to this particular class of wheat; and

Whereas, the attempt on the part of the Federal Inspection Dept't to differentiate between such a vast number of degrees and shades of so-called heat damage, makes it an impossibility for the inspector to establish a fixed grade upon such wheat; and

Whereas, the Supervisors and Board of Review are themselves without the means of confirming or substantiating the findings of their inspectors; and

Whereas, this inability on the part of the Inspection Dept't to arrive at, or establish any uniformity in grading upon heat damage works an intolerable and ruinous condition in the grain business, therefore be it

RESOLVED, that we, the Grain Dealers Ass'n of Oklahoma, condemn the present grading on heat damage as impractical, unjust and unworkable. Our prayer is that the Inspection Dept't place a broad enough interpretation upon what constitutes heat damage so that it would be possible for inspectors to agree upon grades and that dealers might be reasonably able to reflect such interpretation in their purchases.

Resolved, that the Secretary be, and is hereby, directed to send copy of this resolution to the Inspection Dept't of the Bureau of Markets of the United States Dept't of Agriculture.

#### Want No Export Freight Differential.

Whereas, the Galveston Commercial Ass'n has filed a formal complaint before the Interstate Commerce Commission, its Docket No. 12798, charging the carriers of the Southwest

with violations of the interstate commerce act because of the relationship now existing in the rates from points in the Southwest to Galveston, Texas, as compared with New Orleans, La.; and

Whereas, the freight rates on grain to the ports of Galveston and New Orleans for export have generally been maintained for a great many years upon a parity as between the two ports, which parity of rates the Galveston Commercial Ass'n is endeavoring by its complaint to break down, so that in the future the rates to Galveston would be less than to New Orleans; and

Whereas, the margin upon which grain is handled is so small that the establishment of any differential in the rates on export grain means the practical closing of the port with the higher rates; and

Whereas, the experience of the past shows that the export movement of grain from the Southwest is so great that the existing port facilities at all the Gulf ports combined are inadequate properly and expeditiously to clear the grain, that those of Galveston are less extensive than those of New Orleans, and that the usual experience of the Southwest year after year is that an embargo is laid by the carriers upon the port of Galveston when the export movement is heaviest because of such lack of facilities; and

Whereas, the experience of the grain trade with such embargoes is most unfortunate, losses of large sums of money resulting annually to the grain shippers of the Southwest; and

Whereas, the closing of the port of New Orleans by a rate differential must inevitably interfere with the free flow of grain for export and adversely affect the price received by the producer; now, therefore, be it

RESOLVED, by the Grain Dealers Ass'n of Oklahoma, that the action of the Galveston Commercial Ass'n is unjustified and selfish in the extreme, and shows that that body is indifferent to the needs of the shippers who use the port of Galveston; and that the Interstate Commerce Commission should be warned of the serious economic results if the prayer of the Galveston Commercial Ass'n is allowed.

#### For Lower Commission Rates.

Whereas, in all lines of commerce and manufacture remuneration for products and service rendered is gradually being reduced in conformity with the times, therefore, be it

RESOLVED, that we request the grain exchanges to modify their commission charges to a closer approximation of the pre-war fees, and to see that the weighing and other terminal charges be also correspondingly decreased.

#### For Lower Inspection and Weighing Fees.

Whereas, the weighing and inspection of grain at terminal markets and Gulf ports indicate the fees collected exceed the amount necessary to maintain such weighing and inspection departments, therefore, be it

RESOLVED, that the Sec'y be instructed in behalf of this Ass'n to urge that the fees and charges for weighing and inspection of grain be reduced to an amount that will consistently maintain such departments and that this matter be taken up with proper authorities where the charges for weighing and inspection of grain are in excess of what is required consistently to maintain such departments.

#### Want Less Interference.

Resolve, that the Oklahoma Grain Dealers Ass'n heartily endorse the pertinent expression for "less departmental driving from the rear seat."

#### Memorial.

Whereas, it has been the will of the Divine Providence to remove from our midst our esteemed associates and brothers, J. H. Shaw, A. S. Connellee, John Dean, J. W. Williams and Colonel A. M. Edwards; and

Whereas, these members have been held in highest esteem and honor by the members of this Ass'n and their loss is deeply felt by us; therefore, be it

RESOLVED, that we extend to the families of the departed members our deepest sympathy in their great loss and bereavement.

The plan and purpose of the Southwest Wheat Improvement Ass'n was explained in detail by K. E. Humphrey, of El Reno. This organization, which was started by the Southwestern Millers League, and which already has received the support of the Kansas City Board of Trade, the Federal Reserve Bank, many railroads, agricultural colleges, and other bodies, expects to carry on an aggressive campaign to improve the quality and the yield first of wheat, then of all other grains, in the Southwest.

At the close of Mr. Humphrey's remarks, the following resolution was adopted:

#### For Better Wheat.

Whereas, the members of the Oklahoma Grain Dealers Ass'n, being vitally interested in the success of agriculture generally, and more par-



ticularly in the production of more and better grain; and

Whereas, an agency has been created that will do much to accomplish the production of more and better wheat; therefore, be it

RESOLVED, that the Oklahoma Grain Dealers Ass'n pledge its moral and financial support to the Southwestern Wheat Improvement Ass'n and recommend that each member of this Ass'n contribute for each elevator owned \$10.00 for this year's work of the Southwestern Wheat Improvement Ass'n and the Sec'y be instructed to send out subscription notices at once on this basis and one-half of said subscription to be payable Aug. 31, 1922, and one-half Oct. 1, 1922.

The report of the Claims Dep't was submitted by a representative of Musso. & Gayle, the attorneys who have charge of the dep't.

Geo. L. Moore presented the report of the rules com'te and the following amendment to the rules was adopted:

#### Rule 21—Section E—Trade Rules.

Any member of this Ass'n who is a direct member of the Grain Dealers National Ass'n, who shall be expelled from the Grain Dealers National Ass'n, shall automatically stand expelled from membership in the Grain Dealers Ass'n of Oklahoma. Any person, firm or corporation which shall have in the past been expelled from membership in the Grain Dealers National Ass'n, shall not be deemed eligible to membership in the Grain Dealers Ass'n of Oklahoma, unless such person, firm or corporation shall have been reinstated.

P. G. Newkirk reported that the com'te which had been appointed to meet with a com'te from the Millers Ass'n had not been able to achieve an understanding because the millers' com'te felt it did not have power to act, but for his com'te Mr. Newkirk submitted a proposal that the grain dealers ass'n approve a scale of discounts on wheat as follows:

For No. 2 wheat, 2c under No. 1; for No. 3, 5c under No. 1; for No. 4, 8c under No. 1; and for No. 5, 12c under No. 1.

After some discussion, this proposition was rejected and no further action was taken.

The report of the nominating com'te was read by Geo. L. Moore, and the following officers were unanimously elected:

Pres., R. E. Nelson, Clinton; vice-pres., E. S. Bouldin, Muskogee; sec'y-treas., C. F. Prouty, Oklahoma City.

Directors: M. E. Humphrey, Chickasha; C. W. Goltry, Enid; Fritz Straughn, Oklahoma City; Frank O'Bannon, Claremore; L. O. Street, Woodward.

Arbitration Com'te: U. F. Clemons, Marshall; D. J. Donahue, Ponca City; Geo. L. Moore, Oklahoma City.

Member Tri-State Board of Appeals: W. M. Randels, Enid.

Adjourned *sine die*.

#### Convention Notes.

Julius Jockusch came from Galveston, Tex.

From Memphis, Tenn., came Walter M. Browne and C. S. Kenney.

T. M. Scott, of Picker & Beardsley Com. Co., was the St. Louis man in attendance.

Chief inspectors present were G. C. Rhodes, of Enid; and V. L. Nigh, of Fort Worth.

H. H. Alfrey was around inspecting all the scales the dealers had brought with them.

Hutchinson, Kan., men present were Louis Hausam, Jack Carrigan and W. C. Van Horn.

Wichita receivers representatives included A. W. Bennett, E. R. Welch and H. L. Chowning.

Railroad representatives included H. D. Butts, of the Santa Fe, and Jas. F. Carlton, of the A. B. & A.

Chicago receivers and the Chicago Board of Trade were represented by R. I. Mansfield, of Bartlett Frazier & Co., and Adolph Kempner.

Registration was in charge of F. S. Rexford, of the Grain Dealers Fire Ins. Co., and that company furnished identification badges.

Machinery and supply men included A. G. Click, of the Richardson Scale Co.; E. W. Lott, Carter-Mayhew Mfg. Co.; and O. C. Trapp.

Insurance men mingling with the dealers were F. S. Rexford, Grain Dealers Fire Ins.

Co.; C. W. Ellis, W. H. Ingalls, and J. A. Braunagel.

Souvenirs given out included a comb by Picker & Beardsley Com. Co.; pencils by the Midland Coal Co.; and a barometer by B. C. Christopher & Co.

From Enid came W. M. Randels, C. E. Munn, C. W. Goltry, D. M. Dodge, W. B. Johnston, A. E. Callahan, A. R. Hacker, R. A. McClintock, Henry Bird and V. L. Goltry.

From Texas came B. E. Clement, Waco; Oscar Tillery and Leo Pitishman, Fort Worth; J. W. Ricks, Amarillo; R. H. Wagenfuhr, New Braunfels; and H. L. Kearns, Amarillo.

Kansas City receivers representatives included Jack Carrigan, repta. B. C. Christopher & Co.; G. A. Johnson; J. F. Leahy; W. C. Van Horn; Wm. Murphy; F. D. Bruce; Walter C. Fuller; Allen Logan, Jr.; S. J. Owens; Arthur Freeman of Ernst-Davis Com. Co.; E. R. Stripp; James Russell; J. Morgan; S. A. Miller; D. L. Croysdale.

The annual banquet was held at 6 p. m. Friday in the Skirvin Hotel. Fritz Straughn acted as toastmaster, and speeches were made by a number of dealers, including Wm. Murphy, Adolph Kempner, W. M. Randels and Frank Kroutil. The latter promised the dealers a real spring chicken banquet at his company's Yukon mill during the next convention.

Oklahoma shippers present included: E. S. Adkins, Muskogee; W. A. Appelgate, Shawnee; E. O. Billingslea, Frederick; Ed Burson, Chickasha; Geo. Brewer, McAlester; W. M. Black, Arapaho; E. S. Bouldin, Muskogee; W. H. Boon, El Reno; Earl Carpenter, Salt Fork; G. M. Casity, Tonkawa; M. E. Curnutt, Broken Arrow; H. A. Davis, Cherokee; B. E. Dillon, Indianoma; R. H. Dickinson, Hitchcock; C. E. Foster, Homestead; W. S. Gregg, Crescent; O. S. Grimmer, Madill; J. W. Grimm, Cherokee; Chas. N. Herrian, Bison; A. H. Hoffman, Cherokee; B. V. Hamilton, Fletcher; J. S. Hutchins, Ponca City; Wm. Hayten, Billings; G. E. Harris, Erick; M. E. Humphrey, Chickasha; K. E. Humphrey, El Reno;

C. A. Johnson, Woodward; A. M. Jackman, Altus; H. C. Jackson, Perry; R. D. Kitching, Chickasha; P. N. Kroeker, El Reno; C. R. Ludwig, Woodward; Chas. McGinness, Alva; Walter Miller, Weatherford; J. G. Meadows, Amber; Fred R. Milbourn, Fairland; W. D. Matthews, Mangum; R. E. Nelson, Clinton; P. G. Newkirk, Clinton; John O'Brien, El Reno; A. J. Orr, Cordell; W. T. Oates, Ponca City; H. Peep-er, Apache; J. C. Pearson, Marshall; J. L. Ritchie, Clinton; E. M. Scruggs, Hollis; J. W. Stewart, Chelsea; J. H. Snyder, Chickasha; J. D. Sanders, McAlester; W. B. Tucker, Sayre; W. Winton, Yukon; F. A. Wheeler, Watonga; H. H. Wegener, Walters; D. W. Ward, Waukomis; W. O. Wheeler, Weatherford.

#### Baltimore Exporters Resist Federal Paul Prys.

Pursuant to the Ladd resolution of Congress the Federal Trade Commission has been conducting an inquiry into the export grain trade to learn profits, compared with the prices paid to farmers.

Eighteen firms whose books have been gone over by the Commission are alleged to show a net profit of 58 per cent on the net capital stock, surplus and reserves for 1920, and 30 per cent for 1921; that the average turnover of capital as indicated by sales was 23 times in 1920 and 31 times in 1921. As all grain exporters are large borrowers this is not a fair statement of earnings on capital employed.

At Baltimore the investigation proceeded unimpeded until the exporters discovered that the agents of the Commission were making copies of private letters, when the agents were refused further opportunity to waste the time of the offices and to disrupt business. The Commission will have to get an order of court before the Baltimore firms will consent to inspection of their books. They are Baltimore Grain Co., C. P. Blackburn & Co., J. T. Fahey & Co., Gill & Fisher, Hammond, Snyder & Co., and H. C. Jones & Co.

Business enterprise is stifled by just such fool meddling as was started by Professor Ladd.

## Seeds

BURLINGTON, IA.—The Dearborn Seed & Supply Co. will make some improvements.

WILKES BARRE, PA.—Gallagher & Stevick have succeeded to the seed business of Davis & Fine.

DUTY of \$32,000 was paid recently on a cargo of 109,000 bus. Canadian flaxseed by the Toledo Seed & Oil Co., Toledo, O.

FORT WORTH, TEX.—The property of the Drumm Seed & Floral Co., and other property valued at \$200,000, was burned May 9.

BUFFALO, N. Y.—A. L. Merrill, formerly with the Stanford Seed Co. as buyer, has purchased a mill at Port Allegheny, Pa., of P. F. Burd.

ROCKFORD, ILL.—Hiram W. Buckbee, the seedsman who died some time ago, left an estate shown by his will to amount to more than \$500,000.

OTTAWA, ONT.—Dr. Chas. E. Saunders, for 20 years cerealist of the Dominion Government, has resigned on account of poor health and will travel in France.

CARROLL, IA.—Suit to recover \$6,500 damages for confiscation of his seed corn has been brot by M. A. Hoyt against 50 defendants of the Buena Vista County War Council.

SAN FRANCISCO, CAL.—Fred H. Hunter died recently. He was engaged in the seed business on his own account, and had been at one time manager of the Germain Seed Co., of Los Angeles.

ROOSEVELT, UTAH.—C. P. Peppard, of the J. G. Peppard Seed Co., will make his home here, to have charge of the branch office to be established. Temporary offices have been rented until the new seed house is completed. It will cost \$60,000.

MINNEAPOLIS, MINN.—The condition of the soil and reduced acreage of wheat in the Northwest would indicate an increased acreage of flaxseed; but continued rains and difficulty in securing seed flax may offset.—Archer-Daniels Linseed Co.

TOLEDO, O.—Trade in clover seed is very light. Some small season end orders still coming in to dealers. Weather has been ideal for the new crop. Ohio reports indicate clover sown this spring is in excellent condition. Weeds are unusually plentiful in most fields. Some trade in October. Advanced slightly this week on investment buying. The critical periods of hay and seed making are ahead. No one can accurately fortell the outcome. Just at present weather is ideal. Plenty of good clover fields can be seen throughout the country. Adverse reports may come later. Clover prices will largely depend on the weather until the new seed crop is harvested.—Southworth & Co.

#### Imports and Exports of Seeds.

March imports and exports of seeds, compared with March, 1921, and for the 9 months ending with March, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS.			
	1922	1921	9 mos. ending March 1922	1921
Beans, bus.....	31,799	52,114	189,220	760,029
Peas, bus.....	75,558	17,768	561,245	1,476,439
Castor beans, bus.	143,256	33,914	1,063,535	568,820
Flaxseed, bus.....	1,048,851	903,070	10,190,388	12,469,850
Red clover, lbs.	3,144,833	4,699,386	7,440,956	8,746,576
Other clover, lbs.	3,371,139	3,664,360	14,649,141	9,992,010
Other grass seeds, lbs.	786,530	1,129,011	15,810,093	6,313,282
Sugar beet seeds, lbs.				
	EXPORTS			
	1922	1921	9 mos. ending March 1922	1921
Beans, bus.....	84,450	156,315	879,492	858,990
Peas, bus.....	8,966	9,812	74,724	146,251
Flaxseed, bus.....	27	31	2,191	1,361
Clover seed, lbs.	224,698	842,760	3,696,738	4,932,494
Alfalfa, lbs.....	241,415		530,916	
Timothy, lbs.	2,719,661	2,629,720	17,701,839	13,109,009
Other grass seeds, lbs.	392,213	548,399	3,207,282	4,721,053



WASHINGTON, D. C.—Senator Ladd has introduced a bill, S 3521, referred to the com'te on agriculture and forestry, prohibiting the transportation and sale of packages of seeds not marked to show (a) the common or trade name of the particular variety, (b) the place where grown,—foreign country, state or territory—and (c) year when grown. The bill would make it unlawful for any person (1) to bring into the United States, or into a State other than where grown, (2) ship or deliver for shipment in interstate commerce, (3) receive in interstate commerce or from a foreign country, and deliver in unbroken packages or other containers, (4) sell or offer for sale in a territory or possession of the United States or the District of Columbia, field seed, in packages or containers which are misbranded. For the administration of the bill the Sec'y of Agriculture would provide rules and regulations and also make provision for collection and examination of packages or other containers of field seed.

THE ANNUAL meeting of the Iowa Seed Dealers Ass'n will be held on Wednesday, June 7th, at the Savery Hotel, Des Moines, Ia. This is not an exclusive meeting for the members only. The members are expected to be present as a matter of course. Those whose interests are in any way affiliated with ours are invited; seed dealers from other states have a special invitation. Representatives from the Agricultural Colleges, growers and shippers of seeds and grain, those who have to do with shipping or who in any way come in contact

with our goods are also specially invited. A representative of the Iowa Food and Dairy Commission will speak regarding the application of seed laws in Iowa. The meeting will be decidedly informal.—A. M. Eldridge, sec'y, Shenandoah, Ia.

TOLEDO, O.—Clover seed market seems to sink into a deeper rut each day. Market undertone firm. It would appear that the market action is in favor of the longs. Short sellers are timid and will hardly venture far from shore until the crop is assured. In the meantime crop scares are liable to develop and any large buying would advance prices sharply. Timothy and alsike very quiet.—C. A. King & Co.

## Southwestern Wheat Improvement.

Thirty members of the Southwestern Wheat Improvement Ass'n held a meeting at Topeka, Kan., May 22, and made plans.

H. M. Bainer, former agricultural commissioner of the Santa Fe has been employed as campaign director.

The work is to take the direction of a publicity campaign.

Type samples and their price spread are to be distributed.

Seed wheat is to be inspected in the field.

Special educational wheat trains are to be run in July and August.

Wheat grading schools and short courses for country buyers and wheat growers will be conducted.

## Program of Southern Seedsmen's Meeting.

For the annual convention of the Southern Seedsmen's Ass'n, at the St. Charles Hotel, New Orleans, La., May 29, 30, and 31, the following program has been arranged:

Monday, May 29, 10 A. M.

Reply to Mayor's Address of Welcome—D. R. Mayo, Knoxville, Tenn.

"New Orleans and Mississippi Valley"—Harold W. Newman, Pres. New Orleans Ass'n of Commerce.

President's Address—Joseph Steckler.

Sec'y-Treas. Report—F. S. Love.

Monday afternoon delegates will be the guests of New Orleans on a trip on the Mississippi River aboard the tug Sampson.

Tuesday, May 30, 9:30 A. M.

"Resources of Louisiana and Value of Good Seed from the Farmer's Standpoint"—Hon. Harry D. Wilson, Com. of Agriculture.

"Relation of Seed Laboratory to the Seedsmen"—James L. Burgess, Agricultural Dept., North Carolina.

"The Essentials in Building a Mail Order Seed Business"—H. G. Hastings, Atlanta, Ga.

"Advertising"—Fred I. Meyer, New Orleans, La.

Tuesday at 12:30 P. M. cars will take all delegates on a trip thru the city to Southern Yacht Club on Lake Ponchartrain, where lunch will be served at 1:30.

Tuesday morning at 9:30 a walking trip through French Quarter for the ladies. A competent guide will be provided.

Afternoon session, 3 P. M. General discussion of the seed business. Election of new members. Com'te reports.

Dinner at famous Louisiane Restaurant, at 8 P. M.

Wednesday, 9:30 A. M.—Executive session. Election of officers and general ass'n business.

OFFICERS elected at the recent annual meeting of the Associated Rice Millers of America, at New Orleans, are Pres. F. A. Godchaux, New Orleans; vice pres., B. A. Steinhagan, Beaumont, Tex.; sec'y, Paul F. Pritchard, Houston; and treas., F. M. Rickert, New Orleans, La.

## A New Spring Durum Wheat.

A new spring durum, or macaroni, wheat, developed by the South Dakota State College of Agriculture, is described in a bulletin recently issued. This new wheat, which is a selection from Kubanka, is described as having smooth, golden chaff, and a short, plump, amber kernel. In appearance it closely resembles its parent, Kubanka, but it has a slightly narrower head, narrower glumes, a shorter, plumper kernel and a finer straw immediately below the head.

In a series of tests on the experiment farm at Highmore, S. D., covering the 6 years 1914 to 1919, inclusive, Acme gave an annual yield of 22.1 bus. per acre. This is an increase of 4 bus. over the yield of Kubanka S. D. 75. The latter wheat, in turn, had proven to be the highest yielding variety in previous experiments in which Bluestem, Fife, Preston and many others were included.

At all points where Acme was grown in the black rust years of 1916 and 1919 it was found to have been remarkably free from stem rust. When the rust attacked it at all there was only a trace of the disease, while other varieties grown alongside the Acme under similar conditions were badly infested.

Acme wheat is primarily a variety for dry areas and in South Dakota it has been found not to be adapted to that portion of the state lying within the 25-in. rainfall belt nor to the poorly drained soils or exceptionally rich soils of the southeastern part of the state. It does not appear to be well adapted to irrigation, altho the tests on this point were made on only small plots at one experiment farm.

The milling quality of Acme is about the same as that of Kubanka. The yield of flour is uniformly good but its loaf volume has been slightly lower than that of Kubanka. It is, however, not primarily a bread wheat, being used largely for the manufacture of macaroni, spaghetti, puffed wheat, etc.



Typical Heads of Acme Wheat, S. D. 284. These Heads were Picked in 1919 where Black Rust Severely Injured the Common Varieties. Note Well Filled Heads and Healthy Straw.



# Reducing Fire Hazards in Your Elevator

From an Address by C. R. McCotter Before the Oklahoma Grain Dealers' Association.)

We have heard a great deal about reconstruction since the close of the war. A perusal of figures showing the fire loss in the country for the past two years would indicate that reconstruction meant to burn down existing properties so that they could be rebuilt.

The fire loss in this country has always been a severe drain, but our natural resources have been so great that it has not been brought home to us very forcibly. However, we did sit up and take notice when we began to realize the seriousness of our position during the war. Up to this time when a property owner met with a fire loss nothing particular was thought of it if he was well protected with insurance, and if not, he had the sympathy of the community even though the fire was caused through his own carelessness.

It is a matter of common knowledge that 80% of the fires could be prevented were the property owner to take the proper precautions at the right time. It had not occurred to us as a people that we should take the same view toward the owner whose property and possibly that of his neighbor's is burned, and in many cases lives sacrificed, through his carelessness, as we do toward the person who causes the destruction of property and lives through the reckless and careless driving of an automobile.

We got a different angle on this proposition during the war, when we began to realize that the burning of a textile factory meant that our boys were deprived of clothing, or that the burning of an elevator filled with wheat meant possible hunger for them. It was then that it came home to us that "a fire from any cause was a calamity—a fire from carelessness, a crime." Without doubt, during these trying days there were a good many incendiary fires due to enemies of the country that felt they could do the most harm with a lighted torch, but the fact stands out, that with the addition of these fires, the total fire loss in the country as a whole was very materially reduced during the war period and for the two years following. This demonstrates the fact that has always been maintained by fire preventionists, that losses in this country could be materially reduced were it possible to get the close co-operation of citizens.

It is to the credit of the grain trade that during this period there was no single industry that did more and worked harder to protect stocks that were in their charge. The result was that the loss ratio on grain elevators was reduced to a point that had never before been reached. It had been a wonderful lesson for us, and it was to be hoped that it would be a permanent one. The Mutual Companies have always argued that paying losses was a secondary consideration; that their main effort was to prevent fires and that with proper co-operation of the property owners the cost of the insurance would take care of itself. At a time when prices on all commodities were being inflated, there was an actual reduction being made in your insurance cost, to which you were entitled as the reduction in the losses had exceeded the increase in cost of operating the companies, altho the increase in cost of operation corresponded with that of all other business.

With the marked change in business conditions in the fall of 1920, the big question was—Will the owners and employees continue to exert themselves as they had been, to see that the property under their charge shall be guarded as carefully from the fire fiend as it had been during the days of stress? Results since this time have answered this question in the negative. Probably it was too much to hope that there would be no let down. Business conditions became demoralized, profits disappeared, the result being that elevators were allowed to run down, repairs were put off from month to month, the roof that was to be replaced was allowed to stay, the engine that needed repairs was patched up, and so on. The elevator was not kept as clean as formerly, fire fighting equipment was neglected. General Apathy had routed the fire fiend's worse enemy—Constant Care.

**Losses too Heavy.**—These are conditions that always seem to prevail during periods of depression, and always such conditions have shown a marked increase in the number of fires. Let me quote you a few figures. The total number of elevator fires in thirteen of the leading grain growing states for the past four years is as follows:

1918	1919	1920	1921
134	114	172	233

There were not a great many elevators built during these years, so these figures very accurately show the increase in the losses during the last months of 1920, as it was during this period that a great number of the fires occurred, and the year 1921. Necessarily these increased losses are an added drain on the grain trade

and cannot help but be a factor in the business conditions generally.

Oklahoma's fire record for this same period:

1918	1919	1920	1921
4	2	12	16

On any comparison you will find the increase in fires greater in Oklahoma than in any other state. You will note the increase in 1921 was 400% over 1918 and 800% over 1919. There is no use crying over spilt milk, but we should face the facts. Figuring on 20% more elevators than are listed in the Oklahoma directory, there are not to exceed 640 elevators in the state. Sixteen of these burned last year, or 1 out of every 40. In other words, were this same loss ratio to be maintained, and no elevators built, there would not be an elevator standing in the state at the end of forty years. With 2½% of the elevators burning in one year, it is very apparent that without taking into consideration any cost for inspection work or operation of the insurance companies, that it would take a 2½% rate to pay the losses. Our company actually collected less than 1%.

A condition of this kind is possible to occur in any single year, but it should right itself over a series of years. The loss record in the state of Oklahoma over a series of years is higher than any of the thirteen states.

**Importance of Better Care:** I am not making this statement to criticize, but I do want to impress upon you the fact that every elevator owner, no matter in what state he is located, has an individual responsibility in this matter, and if he will but recognize the facts, and will give his hearty support to this fire prevention campaign that is so very essential both to the Nation as a whole, and the grain trade as a class, the losses on elevators in your state can be kept at as low a point as was reached in 1918 and 1919. We have long been told that if every man will keep the street in front of his own place clean, the street will be clean. If every property owner will see that his property is kept in good shape, the proper precautions taken, we can easily decrease the country's losses \$200,000,000 a year.

No one has given more thought and study to improvements in construction and equipment, than the mutual insurance companies. The result of this work has been shown in the reduction of the basis rate at which insurance is issued. This is demonstrated by the record of an individual company making a specialty of country elevators, which was organized nineteen years ago. At that time the basis rate was \$31.00 per \$1,000.00, and this has now been reduced to \$24.40, or approximately 20%. This measures the improvement of the physical hazard over this period. Such as replacing shingle roofs with fire resistive ones, building fire resistive power houses, installing manlifts and equipping plants with lightning rods. The savings made at first were 20% and this has gradually been increased to 65%, so that the net average cost has been reduced from \$24.80 to approximately \$9.00. The increase in the savings from 20% to 65% is, of course, largely due to the better care of property, which has been brought about through close co-operation with the insurance company. Figuring it on another basis, there has been a reduction of \$5.28 per \$1,000.00 by better construction, and \$10.52 by better care.

The big factor in the reduction of the loss ratio has not been so much the improvement of the plant as it has been the care of the property. We, of course, should continually work towards better construction, but the question of the loss ratio and the cost of your insurance is finally going to be answered by the care of the property. The loss ratio of the next ten years is going to be governed pretty generally by the number of losses on existing elevators, rather than on those that will be built during this period.

**The present low cost of insurance** can be maintained. In fact, it can be further reduced if the property owner will do his full duty in seeing that all reasonable precautions are taken at all times. A chain is no stronger than its weakest link. If you have a good gasoline engine, well installed, and something happens to the pump, if instead of fixing it promptly, you fix up a gravity feed arrangement (and it is surprising the number of times that this is done) it, of course, will nullify your other precautions.

If you have a standard electric power and a fuse blows and you plug it instead of replacing it, subjecting the equipment to a load that it was never intended to carry, you have again killed your previous good work. Fire Prevention is something that must be practiced 365 days a year rather than to make only October 9th, the anniversary of the Chicago fire, the one day to give thought to this matter.

## Some Suggestions.

If your elevator has a shingle roof replace it with a fire resistive one as promptly as possible. Railroad sparks on old shingle roofs are one of the most prolific causes of fires.

See that the outside premises are kept clean at all times so that there will be no rubbish for a spark to fire that will make it possible to communicate to the elevator.

Do not leave windows open at night.

Do not install inferior makes of gasoline engines on account of a small saving in the first cost. Most of these have the gasoline supply in the base. The only place for gasoline is in a supply tank outside of the power house and under ground.

When installing electric lights or power, first take the matter up with your insurance company. The Mutual Fire Prevention Bureau, Chicago, Ill., will furnish detailed specifications. It is much easier to get this work put in right in the first place than to make a lot of changes after it is installed.

See that water barrels with buckets are always maintained on each floor. The very nature of an elevator is such that if it gets afire it must be controlled very quickly or a total loss results.

Place non-freezing, approved extinguishers in power house and near motors.

Insist on having elevator examined before closing for the night. More than half of the elevator fires occur after closing, and certainly 50% of these could be avoided by carefully going over the plant.

See that the elevator is always locked securely at night so that tramps cannot enter.

THE cool weather prevailing in Great Britain has retarded the growth of the winter-wheat crop. The stand is thick on the ground but is losing color in some sections. The condition of the crop in France continues fair but warmer weather is needed to facilitate growth. Some frost damage is reported in Denmark and the fields are losing color.

## Decision a Black Eye to Agricultural Bloc

Because the agricultural bloc overlooked an obvious contingency, it is now applying cold compresses to a very black eye. In short, the Supreme Court has declared the vital sections of the Futures Trading Act to be invalid.

Grain exchanges and boards of trade are voluntary associations of business men whose members act as agents in buying and selling grain. For this service they charge a commission. Like other business associations, they have the right to say who shall and who shall not become a member. When a man is admitted to membership he is obliged to pay for his admission and to conform to the rules. A partnership to sell groceries at a crossroads would do the same.

By use of the taxing power of Congress the bloc sought to club the exchanges into giving a free service to its former constituents. Grain was to be handled for the farmers practically free of charge. What sop could be handed voters more tasty than that. To be sure the movers of this scheme do not carry that principle into their own lives, but political reformers should not be expected to practice what they preach.

Senator Capper may charge for the papers he sells the farmers, while compelling the grain exchanges to work for nothing and pay their own expenses. Farm cooperative associations are being formed to market products. In themselves, they are good things. But this law would permit them to place a representative in any board of trade or grain exchange, whether the members wanted him or not, and there buy and sell for the cooperative association.

The farmers of a county, state or states could form an association, select one of their number as their broker, force him into a private association, where, taking advantage of all the marketing machinery and facilities provided by the exchange, he could handle all their output without any expense save his salary. It was a great scheme for getting service for nothing.—*Wall Street Journal*.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Little Rock, Ark.—The Cuninghams Commission Co. has reorganized under the name of the Cuninghams-Thibault Mfg. Co. with a capital stock of \$150,000, and C. Thibault, former vice-pres. of the H. K. Cochran Grain Co., succeeds George Cuninghams as pres. of the reorganized company.

## CALIFORNIA

Riverside, Cal.—The Magnolia Flour Mills will erect an elevator here.

San Fernando, Cal.—The San Fernando Grain & Supply Co. recently incorporated for \$75,000.

Auburn, Cal.—The grain and feed warehouse of Sands & Winkleman is being renovated and remodeled.

El Centro, Cal.—The Imperial County Farm Bureau Exchange has been organized and A. T. Taeker has been elected pres. and G. E. Weist, sec'y-treas.

Modesto, Cal.—A. V. Turner has been transferred to this place from the Oakdale office of the Oakdale Mfg. Co. He is succeeded by Hugh Appling at Oakdale.

Oakdale, Cal.—Hugh Appling has succeeded A. V. Turner as mgr. of the Oakdale office of the Oakdale Mfg. Co., Mr. Turner having been transferred to Modesto.

Oakdale, Cal.—The Gilbert-Tryon Co. recently incorporated for \$75,000 to deal in hay and grain. Incorporators: J. B. Tryon, A. L. and E. H. Gilbert and E. G. Ryan.

San Francisco, Cal.—The Albers Bros. Mfg. Co. has been given authority to sell \$1,500,000 of its first mortgage, 20-year, 7½% sinking fund gold bonds which will net the company about 90%.

Irrington, Cal.—The grain and feed business of Leal & Co. has been dissolved, F. A. Leal and P. C. Hansen purchasing the stock and interest of the Irrington office and F. A. Amaral buying the Milpitas office.

San Francisco, Cal.—John H. Rosseter, pres. and director of the Sperry Flour Co., resigned May 19, his resignation taking effect June 1. Roy Bishop, chairman of the executive com'tee, has been suggested as his successor.

Los Angeles, Cal.—Messrs. Smith and Scott have discontinued connections with their respective companies and have established their own business here. Mr. Smith was with the Globe Mills and the Albers Bros. Mfg. Co. at one time and was associated with the Brown Gage Grain Co. until striking out for himself. Mr. Scott was a salesman of the Atlas Mfg. Co. They have incorporated for \$20,000 and the firm will be known as Smith & Scott, Inc.

## CANADA

Toronto, Ont.—Since part of the staff of the Kingston office of James Richardson & Sons, grain dealers, made their quarters here, it has been necessary to enlarge the Toronto office in order to make room for them.

Ft. William, Ont.—John W. Irwin, mgr. of the Consolidated Elevator Co., died May 18 after a long illness. Mr. Irwin was the first foreman of the King Elevator, the first elevator to be erected at the head of the Great Lakes. He is survived by several sons, who are all in the grain business.

Regina, Sask.—Apparently laboring under the delusion that his action was perfectly proper, E. E. Quigley, grain broker, was recently sentenced to one year in jail for fraudulently using the proceeds of advances on farmers' grain held in storage thru his office, for himself. Other brokers in the trade deny that this is a common and recognized practice, as stated by Quigley.

## COLORADO

Otis, Colo.—Mail addressed to M. R. Russell is returned "Unclaimed."

Arriba, Colo.—The Arriba Equity Mercantile Co. has been succeeded by the Snell Mill & Elevator Co. of Clay Center.

Burlington, Colo.—R. V. Tookes will manage the Nebraska-Colorado Grain Co.'s elevator here. He was formerly at Stratton.

Crowley, Colo.—The elevator of the Crowley Mfg. & Mercantile Co. was recently leased for six months by the Farmers Union.

Denver, Colo.—The Midwest Grain Co. recently incorporated for \$50,000. Incorporators: C. Spence Bailey, T. F. Meaney and J. H. Bailey.

Denver, Colo.—The Farmers Union Mfg. & Elevator Co. is erecting a mill and elevator here to cost \$200,000, to replace the elevator burned last year at Milliken.

Greeley, Colo.—The new concrete elevator being erected here by the Colorado Mill & Elevator Co. of Denver will be operated by the Model Flour Mills, a branch of the Colorado Co.

Denver, Colo.—At a meeting of the stockholders of the Grain Exchange on May 17, it was decided that the sum of \$150,000 might be expended on a new building for the Exchange.

Oak Creek, Colo.—My husband, Samuel M. Bell, passed away Apr. 25. I have been appointed administratrix.—Emma Bell. (Mr. Bell conducted a general feed and supply store here.)

Stratton, Colo.—The Robinson-Wyatt Grain Co. of Salina, Kan., has bot the elevator of the Nebraska-Colorado Elevator Co. here and at Bethune. John Rogers will act as mgr. with headquarters here.

Holyoke, Colo.—I am not operating the elevator here at the present time but expect to be open for business about June 1. I have completed a new 30,000-bu. house, cribbed with iron siding and equipped with electric motor for power.—Paul E. Smith, Bartley, Neb.

Willard, Colo.—F. W. Gilliland, who recently bot the elevators here and at Logan belonging to the Ashcraft Grain Co. of Sterling, has sold the Willard plant to a newly organized company here of which Willis Hall is pres. and Harold Eller of Sterling has purchased the Logan plant.

Craig, Colo.—The item regarding the rebuilding of the mill and elevator of the Farmers Mfg. & Elevator Co. should have been reported at this place instead of Baggs, Wyo., as original reports stated. The elevator will have a capacity of 18,000 bu. and the mill will be three stories high. The entire structure is covered with corrugated iron.

## ILLINOIS

Girard, Ill.—The Girard Grain Co. recently filed a certificate of dissolution.

Middletown, Ill.—The business of the Middletown Grain & Coal Co. is being dissolved.

La Crosse, Ill.—J. E. Smiddy is contemplating having repairs made on his elevator here.

Franklin, Ill.—W. M. Herbst is the new mgr. of the Franklin Grove Farmers Elevator Co.

Bath, Ill.—The Bath Co-op. Grain Co. has bot a radiophone by which they will receive market reports.

Hillsdale, Ill.—C. A. Fisk has discontinued connections as mgr. with the Hillsdale Co-op. Elevator Co.

Merritt, Ill.—The property of the Merritt Farmers Elevator Co. here and at Riggston has been placed in the hands of a receiver and both plants will be sold.

Mason City, Ill.—In the case of Zimmerman vs. J. A. McCreery & Sons, which was fully reported in this column March 10, the judge has just denied Jacob Zimmerman a new trial.

Bloomington, Ill.—The Hasenwinkle-Scholer Co. is a newly organized firm here with C. F. Scholer as pres. and Ralph Hasenwinkle as sec'y-treas. The company will operate country elevators and will engage in the grain brokerage and commission business.

La Salle, Ill.—The office of the Hatten Grain Co. has been closed and another has been established in Princeton.

Adair, Ill.—We are now installing a new 10-ton Fairbanks Truck Scale with registering beam.—Farmers Elevator & Produce Co.

Springerton, Ill.—The grain elevator here owned by the Springer Grain Co. and known as the W. C. Smith Warehouse, was burned May 1, incurring a loss of approximately \$13,000, about half of which is covered by insurance.

Cairo, Ill.—Clyde Stout is the defendant in two suits for \$100,000, brot against him by Elmer Haase, St. Louis, and Joseph Ludin of Minneapolis, stock brokers, who allege that Stout had them arrested in connection with a supposedly fraudulent transaction.

Cairo, Ill.—M. C. Culp has been transferred from Sikeston, Mo., where he occupied the position of grain inspector, to this place to succeed W. S. Powell, deceased. Mr. Culp has been replaced at Sikeston by Inspector Wulfekammer who is being transferred from Kansas City.

La Prairie, Ill.—We are dividing the company and it will be two distinct companies as soon as necessary legal steps can be taken. This elevator will be run under the name of the La Prairie Elevator Co. We are selling new stock so as to increase our capital and get in a proper financial condition.—D. A. Alexander, mgr. (The other elevator is located at Chatten.)

Ipava, Ill.—The Ipava Farmers Elevator Co. held its third annual meeting on May 16, at which P. J. Fleming, C. J. Baumgardner and A. F. Weber were re-elected directors. Mgr. J. D. Mitchell gave his report which showed about \$1,200 net profit on the year's business. A dinner was given after the business meeting and Lawrence Farlow, sec'y of the Illinois Farmers Grain Dealers Ass'n, and others were speakers.

## CHICAGO NOTES.

Memberships in the Board of Trade are selling at \$6,500.

The business of the Keystone Grain Products Co. has been dissolved.

S. P. Arnot & Co. discontinued business operations on May 20, and S. P. Arnot has become connected with the Updike Grain Co.

Cancellations of grain shipments will be posted by the registrar's office of the Board of Trade the day cancellation is made, instead of the day after, as formerly.

John Van Dyke, formerly connected with Nye, Jenks & Co. and a new member of the Board of Trade, has taken charge of the cash grain department of Hulburt, Warren & Chandler.

The following were recently elected to membership in the Board of Trade: John Van Dyke, Thomas Black, Harry Carman, Harry Renn, J. J. Jacobson, Detroit, F. M. Jordon, Seattle, and C. H. Differderffer, Philadelphia.

Gustav Schultz, who has been a member of the Board of Trade for twenty years, died May 13 at the age of 43 years. He is survived by his widow. Mr. Schultz had been ill for about two years and his death resulted from a cerebral hemorrhage.

We are indebted to John R. Mauff, sec'y of the Board of Trade, for a copy of the "Sixty-fourth Annual Report of the Trade and Commerce of Chicago" for 1921, a neatly bound volume containing valuable statistics on grain, live stock, crops and prices, list of members and the rules of the Board.

A "get-together" dinner was given May 17 by members of the Board of Trade which was followed by an interesting and instructive program. About five hundred turned out to hear John B. Maling, New Haven, Ind., speaker of the evening, who gave a talk on "Cause and Effect of Freak and Class Legislation."

The warehouse com'tee of the Board of Trade recently ruled that in the case of carlot deliveries on track, the buyer shall pay the seller at the time of delivery when Board of Trade weights are furnished. In the absence of these weights, 80% of the probable value shall be paid, final adjustment to be made when weights are established.

## INDIANA

London, Ind.—Etna Lefforge is the new owner of the elevator formerly operated by McCorkle & Riley.

Winthrop, Ind.—The Winthrop Grain Co. recently bot two new trucks to haul grain to Attica.



Brook, Ind.—C. O. Clifford of La Crosse will be in charge of the elvtr. of Lyons, Rich & Light at this place.

Frankfort, Ind.—Farmers here have bot out the plant of the Fair Ground Elvtr. which was owned by David Stewart.

Kempton, Ind.—Cohee & Clark, owners of the Kempton Elvtr. here, are making improvements on the plant and will install new boilers.

Effner, Ind.—The elvtr. here operated by the Sheldon Farmers Co-op. Co. of Sheldon, Ill., will be torn down and a new one erected in its stead.

Mulberry, Ind.—We are building coal sheds on the site formerly occupied by our warehouse.—Mulberry Grain Co. (The warehouse was recently torn down, as reported.)

Dunkirk, Ind.—Shirley Bros., who recently sold their elvtr. here to Morgan & Anderson of Greenville, O., have discontinued activity in the grain industry for the present.

Inglefield, Ind.—The grain elvtr. and feed mill of the Akin-Erskine Mlg. Co. at this place was recently purchased by Igleheart Bros. of Evansville. N. Akin will be retained as mgr.

Vincennes, Ind.—We are building a 500-bbl. mill and will use steam power to operate. The building will be a 4-story brick, daylight construction.—Atlas Mills, O. T. Stout, prop.

Evansville, Ind.—The flour mill and grain elvtr. here belonging to the Akin-Erskine Mlg. Co. was sold at public auction on May 10 to Newton Kelsay, local manufacturer, for \$163,500.—C.

Monticello, Ind.—Employees of the Loughry Bros. Mlg. & Grain Co. gave a dinner on Apr. 29 to members of the firm in honor of the company's 50th year in business. The dinner was followed by a program and talks by the employees and employers.

Indianapolis, Ind.—The McCardle-Black Co. has brot suit against Perry H. Easton who is said to be operating businesses at Westphalia and Edwardsport, for \$1,127.02. The plaintiff is alleged to have charged Easton with shortages on shipments of grain amounting to about \$516.

Carlisle, Ind.—The elvtr. and mill of the Farmers Union Elvtr. Co., which was bot by Charles L. Whalen the latter part of April, was burned on May 9, incurring a loss of about \$15,000 which is only partially covered by insurance. The fire is believed to have started from sparks from a passing locomotive.

Indianapolis, Ind.—The date for the summer meeting of the Indiana Grain Dealers Ass'n has not yet been fixed. The board of managers will meet June 2 to decide the matter. Presumably it will be held the first week in July, after the return of Sec'y Chas. B. Riley, who is absent on account of his health.—A. L. Vesey, assistant to the sec'y.

## IOWA

Thor, Ia.—My elvtr. here burned to the ground May 13; loss \$12,000.—J. B. Maricle.

Eagle Grove, Ia.—The business of the Farmers Co-op. Co. will be refinanced and continued.

Stockport, Ia.—The Stockport Elvtr. recently installed a Bowsher Grinding Machine in its plant.

Sioux City, Ia.—A branch office of the Burke Grain Co., Sioux Falls, S. D., was recently established here by E. P. Towney.

Dennison, Ia.—Charles Menagh recently succeeded John Ebsen as mgr. of the Farmers Union Elvtr., Mr. Ebsen being forced to resign because of poor health.

Tama, Ia.—A. W. Herrig, former mgr. of the Farmers Elvtr. Co. of Hubbard, has accepted a position with the Farmers Co-op. Co. of this place, succeeding R. L. Friend.

West Bend, Ia.—Fire on May 17 damaged the engine house of the West Bend Elvtr. Co., but quick extinguishment of the flames confined the damage to that part of the property only.

Rock Falls, Ia.—The Hubbard Grain Co. recently let contract for the erection of a 20,000-bu. frame elvtr. which will cost about \$6,500. This will replace the elvtr. that was burned in April.

Cornell, Ia.—The property of the Farmers Co-op. Co., which recently assigned its holdings to F. R. Barglof, is now being sold by Mr. Barglof to F. G. Lyster, former sec'y of the company. The property includes a grain elvtr., lumber and coal yard and implement and feed business.

Hampton, Ia.—M. M. McNie is the new mgr. of the Hampton Farmers Elvtr. Co., the shipping ass'n and the U. S. Grain Growers, Inc., having resigned as county agt. for Franklin county.

Herndon, Ia.—The Herndon Elvtr. was burned the latter part of April incurring a total loss which was only partly covered by insurance. The company had only recently been reorganized.

Columbus Junction, Ia.—Thieves entered the office of Weber & Huston, grain dealers, on May 6, and succeeded in finding \$116 in cash. They overlooked checks and a Liberty bond for \$50, however.

Sioux City, Ia.—C. C. Flanley, pres. and general mgr. of the Flanley Grain Co., whose headquarters are at this place, states that the company has not established an office at Alden as reported.

Montezuma, Ia.—The Peterson Elvtr. was burned May 14, incurring a loss of about \$15,000 which is partly covered by insurance. The fire is believed to have started from sparks from a passing locomotive.

Randolph, Ia.—Fire, said to have originated from a discarded cigarette, burned the largest elvtr. of the Farmers Co-op. Co. which contained 1,500 bus. of wheat and 4,000 bus. of corn at the time. Loss \$25,000.

Humeston, Ia.—The elvtr. and coal sheds of the defunct Dennis Grain Co. were sold at auction the latter part of April to Jacob Ritter of Centerville. Office furniture and fixtures were also disposed of to other bidders.

Whittemore, Ia.—Someone fixed up their Ford car at the expense of the Whittemore Elvtr. Co. on May 14, helping themselves to a tire, the dry cell battery and what gasoline was left in the tank of the truck of the company.

Villisca, Ia.—The Whitmeyer Elvtr., of which F. S. Pierson is owner, was burned May 13, the fire starting from sparks from a nearby locomotive. The loss amounts to several thousand dollars and is not insured. Mr. Pierson plans to rebuild.

Ripley, Ia.—The main elvtr., warehouse, office and cribs containing 25,000 bus. of corn of the Clark-Brown Grain Co., of which John M. Munson is mgr., were burned May 6, incurring a loss of \$75,000. The fire is believed to have started from an overheated bearing.

Oakville, Ia.—C. A. Johnson of New London has taken possession of the elvtr. of the Farmers Grain Co. and is making plans for overhauling it. A company will be organized and incorporated to be known as the Oakville Grain Co. The Farmers Grain Co. still owns and operates its elvtr. at Huron.

Des Moines, Ia.—Col. L. W. Ainsworth, who is associated with the grain trade here, was recently chosen as a candidate on the republican ticket for the office of Treasurer of State. Col. Ainsworth will equip himself with a radio outfit by which his public speeches during the campaign may be cast abroad.

Sioux City, Ia.—The Grain Belt Products Co. has been organized and incorporated here with a capital stock of \$500,000, to manufacture cereals and other products. Incorporators: C. P. and J. M. Kilbourne, W. A. Deyo, J. W. Coverdale, E. L. Lundquist, J. F. Younglove and E. K. Greene. The company will also operate mills, factories, grain elvtrs., warehouses and storage plants.

Sioux City, Ia.—Work has been started on the erection of eight concrete bins of the Mystic Mlg. Co. which company is owned by the International Mlg. Co. This will make the capacity of the plant about 50,000 bus. A 150-foot concrete stack is also being erected, the cost of improvements totaling \$200,000. The Burrell Engineering & Construction Co. has the contract and the work is expected to be finished by Aug. 1.

## KANSAS

Hutchinson, Kan.—C. D. Jennings will build a 15,000-bu. elvtr.

Gaylord, Kan.—C. A. Kalbflesh will install a manlift in his plant.

Norwich, Kan.—A slate roof has been put on the elvtr. of the Bartlett Bros. Grain Co.

Perry, Kan.—Walter B. Brown has succeeded H. B. Dougan who operated an elvtr. here.

Newton, Kan.—D. M. Bachman recently became connected with the Newton Mlg. & Elvtr. Co.

Brewster, Kan.—V. Lausen has succeeded W. P. Osborn as mgr. of the Farmers Elvtr. Co.

Milan, Kan.—The Hunter Mlg. Co. recently bot the elvtr. of the Sumner County Farmers Elvtr. Co.

Lakin, Kan.—The grain dealing business of H. S. Darr will hereafter be known as H. S. Darr & Co.

Harlan, Kan.—C. A. Kalbflesh is ironcladding his elvtr. and will install a larger shipping scale and manlift.

Mead, Kan.—A. W. Steen, formerly of Protection, Kans., is now mgr. of the Farmers Elvtr. Co. here.

Lucas, Kan.—L. B. Twibell is the new mgr. of the Farmers Co-op. Mercantile & Manufacturing Co.'s elvtr.

Belmont, Kan.—Bartlett Bros. Grain Co. is installing a truck scale and covering its 12,000-bu. elvtr. with iron.

Vermillion, Kan.—T. F. Smith will wreck his old elvtr. and will build a new one having a capacity of 10,000 bus.

Lincoln, Kan.—Ernest Lohman is having an elvtr. erected on his farm which will also be equipped with a dump.

Seward, Kan.—The Stevens-Scott Grain Co. is rebuilding its elvtr. which was recently wrecked by a tornado.

Ford, Kan.—The Ford Co-op. Exchange will ironclad its elvtr. and put on a metal roof, thus reducing the spark hazard.

Cuba, Kan.—J. F. Gregory & Son have bot an elvtr. here and will operate it in connection with their elvtr. at Minden, Neb.

Price, Kan.—A. D. Robinson has leased a site of the St. Joseph & Grand Island R. R. on which he will erect a 10,000-bu. elvtr.

Salina, Kan.—We are contemplating the building of elvtrs. at Falun and Assaria.—Western Star Mill Co., F. O. Jones, gen. mgr.

Bazine, Kan.—The elvtr. here owned by the Associated Mill & Elvtr. Co. of Kansas City has been bot by the Rock Mill & Elvtr. Co.

Agenda, Kan.—The Agenda Mill & Elvtr. Co.'s plant has been taken over and will be operated in connection with the Campbell Elvtr. of Hollis.

Clearwater, Kan.—The new elvtr. of Macredie & Son is now under construction. The owners are contemplating equipping it with an electric motor.

Iola, Kan.—C. S. Thompson, formerly flour salesman for the Larrabee Flour Mills, has succeeded Glen Finney as mgr. of the Iola Mill & Elvtr. Co.

Altamont, Kan.—Regarding the report that Charles Sharp is acting mgr. of this firm, we deny this. A. J. Davis is mgr.—Farmers Co-op. Elvtr. Co.

Colby, Kan.—C. A. Rogers of the Robinson-Wyatt Grain Co. has removed from this place and will be connected with the Salina office of his company.

Caldwell, Kan.—John Bobek, Sr., will succeed D. F. Mossman as mgr. of the Farmers Co-op. Grain Co. Mr. Mossman has become pres. of the Caldwell Mlg. Co.

Belpre, Kan.—C. S. Laird will be located at Hutchinson, the central office of the Midwest Grain Co., and he will be succeeded at this place by A. M. Long.

Dundee, Kan.—The Dundee Farmers Grain Co. recently incorporated for \$25,000. Incorporators: Peter Dirks, Isom Wright and T. B. Unruh, all of Great Bend.

Caney, Kan.—The Rea-Patterson Mlg. Co. of Coffeyville is contemplating the erection of an elvtr. here which will replace the Young Elvtr. which was burned last year.

Burns, Kan.—Our lease on the elvtr. owned by J. C. Lilley & Co. has expired but we will not build here at this time, as reported.—L. H. Powell & Co., Otis Green, mgr.

Salina, Kan.—The Moffat-Weddle Grain Co. is a new grain firm recently opened here. Members of the company are J. D. Moffat, Kansas City, and E. M. Weddle of Lindsborg.

Osage City, Kan.—The wheat elvtr. of the J. M. Hays Co. is being completed and when finished will have a capacity of 60,000 bus. and will represent an investment of \$60,000.

Junction City, Kan.—It is reported that the Robinson-Wyatt Grain Co. of Salina has bot the plant of the Associated Mill & Elvtr. Co. from the receiver. It has not been decided whether or not E. R. Hoyle will be retained as manager.



Rossville, Kan.—J. H. Dougan & Sons are building a 10,000-bu. frame iron-clad elvtr. which will be equipped with a cleaner, a grinder, one 10-h.p. and two 5-h.p. motors.

Macksville, Kan.—Macksville Mill & Elvtr. Co. recently incorporated with a capital stock of \$100,000. Incorporators: R. A. and J. F. Keys of Gypsum and E. A. Keys of Salina.

Salina, Kan.—C. A. Rogers of the Robinson-Wyatt Grain Co. has become connected with the office of the same company at this place, having been associated with the Colby office.

Brenham (Haviland p. o.), Kan.—The Kansas Flour Mills Co. will overhaul its elvtr. putting on iron siding, repairing the wagon scales, and installing a Richardson Automatic Scale.

Lenora, Kan.—The Morrison Grain Co. has let contract to R. W. Van Ness for the rebuilding of the burned elvtr. This is the same elvtr. that was operated by W. L. Turner.

Rolla, Kan.—The elvtr. being built here by the L. H. Pettit Grain Co. of Hutchinson will be frame, ironclad, and will contain 6 bins. It will also be equipped with a gas engine, a Richardson Scale, manlift and one leg.

Caldwell, Kan.—D. F. Mossman and J. E. Damon recently purchased the interest of R. T. Smith and Edwin Ames in the Caldwell Mfg. Co. and, Mr. Mossman will act as pres. of the company and Mr. Damon, sec'y-treas.

Tescott, Kan.—The Kansas Flour Mills Co. has let contract to the Monolith Builders for a reinforced concrete elvtr. of 16,000 bus. capacity, with a truck dump. This will replace the elvtr. that was burned last December.

Hope, Kan.—David Sommers, former mgr. of the Farmers Co-op. Elvtr. here which was burned recently, has formed a company and has started the erection of an elvtr. at Sand Springs, Kans., which will have a capacity of 22,000 bus.

Hays, Kan.—Plans are being made to move the Shellabarger Mill & Elvtr. Co. to a site nearer the Farmers Co-op. Ass'n Elvtr., and money is being raised to pay the expense. The elvtr. of the Shellabarger Co., which is operated by W. M. Roenfeldt, is said to be for sale.

Cunningham, Kan.—H. L. Vance, formerly mgr. of the elvtr. of Marshall, Okla., will be connected with the Cunningham plant of the Clark-Burdg Grain Co. of Wichita. The elvtr. has been remodeled, covered with iron and has a metal roof. A truck dump will be installed.

Salina, Kan.—The Bartlett Grain Co. will open offices June 1 in the Farmers Union Insurance Bldg. to do a general grain merchandising business. S. F. Bartlett, formerly with the Rickel Grain Co. and the Service Grain Co., will be in charge.

Mound City, Kan.—The Mound City Lumber & Grain Co. has bot the lumber and grain business of the Blaker Lumber & Grain Co. including its elvtr. and the new enterprise will be in charge of Loren Thorne. J. L. Gove, former mgr. of the Blaker Co., will be connected with its successor.

Hope, Kan.—The Farmers Co-op. Elvtr. & Supply Co. will build a 20,000-bu. studded iron-clad elvtr. with 7½-h.p. F.-M. Motor, 5-bu. Richardson Automatic Scale and 1,600-bu. non-chokable leg. The Star Engineering Co. has the contract. This will replace the elvtr. that was burned a short time ago.

Cawker City, Kan.—Ralph Dockstader of Beloit has bot the property and lease of the Comfort Grain Co., owned by J. B. McClure of Hutchinson, and he will erect a grain elvtr. on the same site that will have a capacity of 20,000 bus. Mr. Dockstader owned the McCoy Elvtr. at this place at one time.

Atchison, Kan.—The Pillsbury Flour Mills of Minneapolis, Minn., which recently purchased the property of the Atchison Flour Mills Corp. of this place, are planning to enlarge the mill to a capacity of 2,500 bbls. and to erect storage bins which will have a capacity of 500,000 bus. The property, which sold for \$150,000, consists of the mill and the Washer Elvtr.

Lenora, Kan.—At the preliminary hearing the case against W. L. Turner, charged with burning the elvtr. of the Turner Grain Co. Oct. 31, 1921, was thrown out of court on account of no evidence. The suit that Mr. Turner brot against the Home Insurance Co., of New York, on its policy of insurance, which he dropped when the company promised to settle the loss, has been started again because the insurance company did not make settlement as promised. —Turner Grain Co.

Englewood, Kan.—George I. Edmisson is rebuilding his elvtr. The new house will have a deep, well-lighted concrete basement which will extend three feet above the ground. The elvtr. will be frame, ironclad, equipped with a wagon and a truck dump, a cleaner, manlift, two legs with V-shaped buckets and two motors.

Talmage, Kan.—I have bot the Rock Mill Elvtr. here and am in the grain business on my own account. I have been agt. for the Kansas Flour Mills here for two years and a half. Peter Baird, of Ada, will take my place with the Kansas Flour Mills.—James Basin.

Sand Springs (Solomon p. o.), Kan.—David Sommers, connected with the Abilene Mfg. Co., Abilene, has organized a company and will erect an elvtr. having the capacity of 22,000 bus. Mr. Sommers was also connected with the Farmers Co-op. Elvtr. at Hope as mgr. until it burned recently. The new elvtr. is expected to be in readiness by July 1.

Coats, Kan.—The Farmers Elvtr. Co. is building a 25,000-bu. tile elvtr. which will have 9 bins and be equipped with three F.-M. motors, one dump, one leg with 6x9-inch V-shaped cups and steel casing, Smith Manlift, Richardson Automatic Scale, Eureka Cleaner, Kewanee Truck Dump; also new brick office with 10-ton Fairbanks Truck Scale, fireproof vaults. The building will be divided into public and private office for Mgr Swanson and a rest room.

## WICHITA LETTER.

We are discontinuing business the last of this month.—Foot Grain Co., W. R. Foot.

J. E. Bennett & Co. opened an office here on May 16 and purchased a membership in the Board of Trade. Clarence Warren will be in charge.

The following Wichita firms have gone out of business: Anchor Grain Co., Claiborne Commission Co., Federal Grain Co., Rea-Patterson Grain Co., with headquarters at Coffeyville, and Schaffer Grain Co.

E. F. Beyer and George Koch were re-elected pres. and vice-pres., respectively, of the Board of Trade at the annual election held on May 9, and the following directors were elected for two years: C. A. Baldwin, J. H. Moore, P. J. Matthews, J. Rosenbaum and Roger Hurd. L. H. Powell, S. P. Wallingford, O. E. Bedell and Bert Barr are holdover directors. At the meeting of the directors of the Board on May 10, R. B. Waltermire was re-elected sec'y, Miss Louis Avey, assistant sec'y and Edward Kelly, treas.

## LOUISIANA

New Orleans, La.—E. J. Howard, freight broker and shipping agent, was recently admitted to membership in the Board of Trade.

## MARYLAND

Maugansville, Md.—The Hartrauft Elvtr., which was recently reported bot by Lewis Martin, is located at this place instead of Hagers-town as original reports stated.

Baltimore, Md.—Emil Steen of E. Steen & Bro., grain receivers and exporters, has succeeded J. C. Fahey as a director of the Chamber of Commerce. Mr. Fahey has removed to New York.

Baltimore, Md.—Work will be commenced on the Canton Elvtr. here which is expected to be completed in time for this year's crop. The total capacity of the plant when completed will amount to \$4,250,000 bus. and it will have facilities for unloading four ships at one time.

Ellicott City, Md.—The Patapsco flour mills and cereal plant of this place have been taken over by the C. A. Gambrell Mfg. Co., Inc., of Baltimore and incorporated for \$1,500,000. Officers are: Morris Schapiro, pres.; E. H. Lupton and R. G. Macgill, Jr., vice-presidents; H. M. Blinn, sec'y, and R. S. Schriver, treas.

## MICHIGAN

Buckley, Mich.—The Buckley Grain Co. has enlarged its elvtr.—X.

Ida, Mich.—The Ida Farm Buro expects to build its new elvtr. this summer.—X.

Reed City, Mich.—The elvtrs. owned by the defunct Gleaner Clearing House Ass'n here and thruout Michigan will be sold by C. R. Talbot, receiver.

Rochester, Mich.—The Rochester Farmers Elvtr. Co. recently incorporated for \$15,000. Incorporators: A. L. Ross, Fred Weaver and Robert Cassels.

Lachine, Mich.—The reopening of the elvtr. formerly owned by the Lachine Elvtr. Co., a branch of the Martindale Bean & Grain Co. of Bay City, is being contemplated.

Merrill, Mich.—The Farmers Elvtr. Co. suffered a \$50,000 loss when fire on May 9 destroyed the main elvtr. of the company which was heavily loaded with grain. The loss is insured.

Detroit, Mich.—The Michigan Finance Corporation is seeking to enforce a \$100,000 lien on all the elvtrs of the Gleaners Clearing House Ass'n. The petition alleges that the loan was made pending the floating of a \$250,000 bond issue on the property, alleged to be valued at \$648,664, but the bond issue never was put thru.

## MINNESOTA

Pipestone, Minn.—Frank Crosby is the new owner of the Tobias Bros. grain elvtr.

Cannon Falls, Minn.—The Farmers Elvtr. is having an addition erected to its plant.

St. James, Minn.—R. W. Somers has succeeded S. I. Wettestad as mgr. of the Farmers Elvtr. here.

Duluth, Minn.—C. M. Case of the firm of Spencer Kellogg & Sons has been elected a member of the Board of Trade.

Comstock, Minn.—Sam Rustad is the new mgr. of the Comstock Farmers Elvtr. Co., succeeding Iver Hammerud, who died a short time ago.

Duluth, Minn.—Plans to conduct a grain commission and brokerage business by Horatio Newell and G. P. Harbison have been temporarily abandoned.

Rochester, Minn.—Our plant, which is being rebuilt, will be a mill only. We will not engage in the grain elvtr. business, but buy only local wheat.—Rochester Mfg. Co.

St. Louis Park, Minn.—The Gregory Jennison Co., which bot the Exchange Elvtr. some time ago, is talking of building an addition.—Interior Elvtr., J. C. Donahue, supt.

Belgrade, Minn.—M. Fell, former mgr. of the Belgrade plant of the Osborne-McMillan Co. of Minneapolis, will hereafter be connected with the Traders Grain Co. of Hudson, S. D.

Duluth, Minn.—Notice for a new trial has been served by Turle & Co. in the libel suit of Clarence Burgess against them. The jury awarded the plaintiff a judgment for \$9,982 last winter. The Turle Co. is a member of the Board of Trade.

Rothsay, Minn.—Northwestern Elvtr. has been sold to the Monarch Elvtr. Co. It has remained closed since last November. The Farmers Elvtr. Co., which was closed during April owing to financial difficulties, has reopened again.—National Elvtr. Co.

St. Paul, Minn.—The Pioneer Grain Corp. recently incorporated for \$250,000 and will engage in a general grain and commission business. Officers: E. L. Thornton, pres.; H. F. Fleming, vice-pres.; L. M. Abbey, sec'y, and John Wright, treas. I. A. Caswell has been elected a director.

Moorhead, Minn.—The Moorhead Farmers Elvtr. Co. is having its elvtr. thoroly remodeled and new equipment installed. There will be a 10-ton scale installed with truck and wagon dump, two new legs with motor drives, new boot tank, Clark Automatic Car Shovel and conveyors. The work will be done by the Hickok Construction Co.

Duluth, Minn.—The suit of M. H. McNally, trustee in bankruptcy of the Osceola Mill & Elvtr. Co., against the Duluth Hay & Grain Co. for \$1,409.58 and the counter-claim for \$5,946.29, is being heard. The plaintiff claims that amount is due him for unpaid goods and the defendant, while admitting that \$417 is due the Osceola Co., states that thru breach of an agreement whereby the plaintiff failed to continue an extension of credit, he was damaged to the extent demanded in the counter-claim.

## MINNEAPOLIS LETTER.

The Crown Elvtr. Co. has taken over the Dibble Grain Elvtr. Co.

George Case has succeeded T. H. Welch as a director of the Chamber of Commerce.

The Interior Grain Co. and the T. M. McCord Co. have filed certificates of dissolution.

A. J. Lahiff, who has been managing the Sioux City office of the Van Dusen-Harrington Co., is now connected with the Minneapolis office.



Robert C. Woodworth, mgr. of the Concrete Elvtr. Co. was married to Miss Margaret Bardwell on Apr. 29.

Would-be thieves broke into the office of the Marfield Grain Co. recently but all they found was the watchman whom they tied up and left.

The Vye Grain Co. recently incorporated for \$100,000. Incorporators: W. R. Vye, M. C. Sandberg and Frank Funke. Mr. Vye states that thru unavoidable delay the plant will not be in operation until July 1.

After the auditing of the books of E. L. Welch & Co. a short time ago, creditors of the company filed an involuntary petition of bankruptcy against it, and M. G. Chandler, J. A. Schmahl and Clarence Halbert were appointed receivers. Since then E. L. Welch has filed a denial of the charge of bankruptcy and demanded a hearing, which was held on May 23.

The following memberships in the Chamber of Commerce have been transferred: Thomas Carter to Clarence Green, A. B. Marcy to F. A. Huttner, D. K. Yerxa to A. E. Patton, B. J. Dodge to L. H. Clough, J. C. Andrews to J. A. Willis, Jr., F. A. Richter to Franklin Edwards. The privileges of corporate memberships were recently granted to the Crown Elvtr. Co., the Marshall Mlg. Co., Commander Elvtr. Co., the Stuhr-Seidl Co. and the Continental Grain Co.

## MISSOURI

St. Louis, Mo.—The Overland Grain Co. recently opened offices in the Federal Reserve Bank Bldg.

St. Louis, Mo.—C. S. Moffitt of the Moffitt-Napier Grain Co. was recently married to Mrs. Addie Hopkins.

Jackson, Mo.—The capital stock of the Cape County Mlg. Co. has been increased from \$100,000 to \$300,000.

Marionville, Mo.—Irby & Anderson recently established themselves in the grain, hay and feed business here.

Union Star, Mo.—My lease on the elvtr. of the F. H. Hoerman estate expires the last of June.—J. T. Roberts.

Eolia, Mo.—Fire originating in the engine house of the Eolia Elvtr. Co. on May 8 destroyed about 800 bus. of wheat.

St. Louis, Mo.—C. B. Dreyer of the Dreyer Commission Co. has applied for membership on the Merchants Exchange.

Bates City, Mo.—We are going to install an electric motor to run our machinery.—Bates City Elvtr. & Mercantile Co.

Rolla, Mo.—The Farmers Exchange Co-op. Ass'n recently incorporated for \$10,000, to deal in grain and grain products.

Lilbourn, Mo.—The plant of the Lilbourn Grain Co. will be repaired and the company also plans to erect a storage tank for crude oil.

Charleston, Mo.—The property of the defunct Charleston Mlg. Co., which consists of an elvtr. and a 350-bbl. mill, was sold at auction on May 22.

O'Fallon, Mo.—We are changing some machinery, taking out chain drive on elvtr. leg and using belt drive instead.—Farmers Co-op. Elvtr., Isaac Madding, mgr.

St. Louis, Mo.—Directors of the Merchants Exchange have voted that the fee for transfer of memberships be \$100. The price of \$500 was formerly paid for a transfer.

St. Joseph, Mo.—The Armour Grain Co. has opened a branch office in the Corby Forsee Bldg. and I. Updike, mgr. of the office, has applied for membership on the Grain Exchange.

Sikeston, Mo.—Inspector Wulfekammer has been transferred from Kansas City to Sikeston as grain inspector, to replace M. C. Culp who is now located at Cairo, Ill., in that capacity.

St. Joseph, Mo.—Joseph Frederick died May 10 after an illness of about three weeks. Mr. Frederick, who was 78 years old at the time of his death, is survived by his widow and three sons.

Cameron, Mo.—Work has been started on the concrete elvtr. and warehouse of the Cameron Co-op. Elvtr. Ass'n which will have a capacity of 12,000 to 13,000 bus. It is expected to be in readiness for the grain crop.

## KANSAS CITY LETTER.

The Murray and Great Western Elvtrs. closed up the latter part of May for a period of two weeks in which there will be an official weighing and repairs completed.

Mrs. M. B. Goodwin, wife of James Goodwin, former head of the grain inspection department of the Board of Trade, died May 16.

D. C. Monks of Goffe & Carkener, recently applied for membership in the Board of Trade on transfer from H. T. Mulhall, who was connected with Goffe & Carkener at one time.

The directors of the Kansas City Board of Trade have decided to render financial assistance to the Southwestern Wheat Improvement Ass'n, and Pres. Russell of the Board of Trade will appoint a delegate to act as a member of the executive com'te of the Ass'n.

The Claiborne Commission Co. filed a voluntary petition of bankruptcy on May 15 with liabilities listed at \$115,684.81 and assets of \$102,673.63. The company held memberships on the Chicago and Kansas City Boards of Trade. The Moore-Lawless Grain Co. has taken over the company's business.

At a conference between Governors Hyde and Allen on May 22, plans for discontinuing the double grain inspection system now in effect between Kansas City, Kan., and this city were discussed. The double inspection fee of \$1 for each carload of grain will be discarded if the agreement with Missouri officials is brought about and inspection in one state will be accepted by the other. Governor Allen also said plans are under way for relieving shippers in Kansas of the guarantee system now operating. Shippers in all but a few of the larger shipping centers are required to guarantee the running expenses of local inspection bureaus. It is planned to relieve the smaller towns of this burden, supplying any deficit from the state fund, which now shows a surplus of approximately \$90,000.

## MONTANA

Archer, Mont.—I am planning to build a small flour mill, not an elvtr., as reported.—O. E. Whitmarch.

Buffalo, Mont.—Mail addressed to W. M. Nelson, former agt. of the Montana Elvtr. Co., is returned marked "Removed."

Terry, Mont.—The Occident Elvtr. Co. is having a 10-ton, 26-foot Fairbanks Scale installed in its elvtr. here by the Hickok Construction Co.

Phillipsburg, Mont.—The John A. Spencer Co. has been succeeded here by the M. & D. Grain Co. which company consists of R. D. Metcalf and O. J. Durand.

Glasgow, Mont.—The Occident Elvtr. Co. will install a Fairbanks 10-ton, 26-foot scale in its plant at this place. The Hickok Construction Co. will do the work.

Terry, Mont.—The Occident Elvtr. Co. will have a 26-foot 10-ton Fairbanks scale and truck and wagon dump installed in its plant here by the Hickok Construction Co.

Nashua, Mont.—The Occident Elvtr. Co. will put in an auto truck and wagon dump and a 10-ton, 26-foot Fairbanks Scale. Hickok Construction Co. will do the work.

Scobey, Mont.—The Occident Elvtr. Co. will install an auto truck and wagon dump and a 26-foot 10-ton Fairbanks Scale. The Hickok Construction Co. will do the work.

Wolf Point, Mont.—A 26-foot, 10-ton Fairbanks Scale will be installed in the plant of the Occident Elvtr. Co., also a truck and wagon dump. The work will be done by the Hickok Construction Co.

Billings, Mont.—The Lauzier-Wolcott Co., having offices at Anaconda and Missoula, Mont., and Spokane, Wash., will establish a cash grain department here which will be in charge of Fred B. Lewis formerly with E. W. Wagner & Co. of Chicago.

## NEBRASKA

Ulysses, Neb.—Dan Sullivan will build an elvtr. here.

Reynolds, Neb.—J. F. Gregory & Son have sold their elvtr. to L. L. Burchness.

Malcolm, Neb.—The elvtr. of the Farmers Elvtr. Co. will be covered with galvanized iron.

Ogallala, Neb.—F. J. Feltz and John Meyer recently incorporated the Farmers Co-op. Union Elvtr. Co. for \$25,000.

Clearwater, Neb.—F. S. Gatenby, formerly assistant mgr. of the Clearwater Elvtr. Co. here, resigned from that position recently.

Bee, Neb.—The Bee Elvtr. Co. is repairing its hopper scales and making some minor repairs on the elvtr.—F. J. Zovodrig, agt. H. C. Rurup Grain Co.

Gilead, Neb.—Ike Manion, formerly mgr. of the Farmers Elvtr. at Nelson, is now in charge of the Farmers Equity Union Elvtr. here.

Sheldon, Neb.—C. W. Hill, mgr. of the Grange Elvtr. Co., expects to resume his duties soon, having been suffering from an attack of appendicitis.

Hebron, Neb.—L. McKinney has been succeeded as mgr. of the Hebron Elvtr. & Shipping Ass'n by Mgr. Morgan, formerly of the Farmers Elvtr. Co.

Hildreth, Neb.—The Farmers Co-op. Grain & Live Stock Ass'n recently incorporated with a capital stock of \$25,000. Incorporators: H. E. Henderson and D. Wilken.

Abdal (Mt. Clare p. o.), Neb.—It is reported that the Farmers Elvtr. Co. will rebuild its elvtr. which burned recently.—Superior Mlg. Co., H. S. Nelson, mgr., Superior, Neb.

Omaha, Neb.—George M. Gay, well known on the Grain Exchange, was found dead in his room on May 18, the apparent cause being asphyxiation, as the gas jet was opened and fumes filled the room. Mr. Gay, a widower, was 71 years old.

Peru, Neb.—The Farmers Elvtr. Co. recently incorporated with a capital stock of \$20,000. Incorporators: W. H. Hutchinson, Jr., E. E. Good and J. F. Heywood. The company has installed an electric motor which will replace steam power which was formerly used.

Schuyler, Neb.—The Wells-Abbott-Nieman Co., Inc., the plant of which was purchased by business men of this place a few months ago, has been incorporated and will be put in operation as soon as help can be obtained. A daily output of 1,000 bbls. is expected.

Omaha, Neb.—A Grain Club has been organized here with S. S. Carlisle, pres., J. W. Holmquist and W. J. Hynes, vice-presidents, and F. P. Manchester, sec'y. Directors: E. C. Twamley, A. H. Bewsher, Barton Millard, C. L. Bostwick, John Kuhn and E. A. Cope.

Bartley, Neb.—I am not operating the elvtr. at Holyoke, Colo., at the present time, but expect to open for business there about June 1. I have completed a new 30,000-bu. house, cribbed with iron siding and equipped with electric motor for power.—Paul E. Smith.

Nora, Neb.—The new elvtr. of the Farmers Union Ass'n will have a capacity of 30,000 bus. and will be equipped with 1,500-lb. Richardson Automatic Scale, 15-h.p. F.-M. Gas Engine, Kewanee Steel Truck Dump, Birchard Distributor and Birchard Truck Dump. The elvtr. will also contain a grain cleaner, thirteen bins. The Geer Co. has the contract.

## NEW ENGLAND

Taunton, Mass.—The Stanley Wood Grain Co. recently bot the business of Bryant & Soule and will take possession about June 1.

Griswold, Conn.—The Western Grain Corp. was incorporated on May 9 for \$50,000. Incorporators are Bessie, Harry and Joseph Rosenberg.

Canton, Mass.—The Byam & Reynolds Co. suffered a \$500 loss when fire started in the waste wood and shavings of the grain shed on May 14.

Brattleboro, Vt.—Fred F. Crosby, a mill owner here, died May 8 from a sudden attack of heart disease, at the age of 85 years. He is survived by his widow and a daughter.

Newport, R. I.—Fire on May 9, which was the cause of rather serious injuries to a fireman, destroyed the grain warehouse of McKenzie & Winslow. Loss, \$5,000; insured.

Fairfield, Me.—David King, who recently purchased the business of Robert McLellan, still sells a little, but in such a small way that he could hardly be called a grain dealer.—Fairfield Grain Co.

Derry, N. H.—The grain elvtr. and creamery buildings of Hood & Sons and the building of the Annis Grain & Lumber Co. burned May 12. Damage done to the Hood property is estimated at \$10,000.

Adams, Mass.—Regarding the report that the Hoosac Valley Coal & Grain Co. was forced into bankruptcy recently, the company writes: In order to clean up a situation brot about by the drastic declines in the market during 1920-1921, we have allowed ourselves to be petitioned into bankruptcy, in answer to which we have made an offer of compromise which is quite likely to be accepted by the court. We have never been closed, nor are we likely to be; our shingle is still over our door and we are meeting all drafts and obligations.—Hoosac Valley Coal & Grain Co.



## NEW YORK

Penn Yan, N. Y.—Dailey Bros., Inc., are erecting an elevator here. This company has 48 plants in this vicinity.

Oswego, N. Y.—The state grain elevator is rapidly nearing completion after having been under construction since spring, 1921. The elevator, which has a capacity of 600,000 bus., cost \$330,000.

Gowanus Bay, N. Y.—John Lane, Buffalo, has been elected mgr. of the new grain elevator here to take effect June 1. Mr. Lane has been connected with the Mutual Elevator and the Great Northern Elevator of Buffalo.

Groveland, N. Y.—Henry B. Curtis has been appointed receiver of the business of Ewart & Lake; Mr. Curtis will continue the business. This company, of which O. C. Lake is pres., was incorporated for \$100,000 in February. Its assets are listed at \$225,000 and liabilities at \$200,000.

Buffalo, N. Y.—Creditors of the Globe Grain Co. have appointed Jos. T. Baldwin, G. W. Hamilton and Mark Steele a protective committee, and they have reported that with the co-operation of all it will be possible to avoid expensive court proceedings and nearly meet the liabilities in full.

Buffalo, N. Y.—Charles Buckman of Arcade, defendant in a suit brought against him by the Churchill Grain & Seed Co. for \$567.50 over a contract for a carload of oats, entered a counter claim alleging that the Churchill Co. did not ship another carload in contract time, and the court awarded him \$147.80.

### NEW YORK LETTER.

B. F. Wollman was recently made a member of the firm, W. J. Wollman & Co.

W. H. Oldach and Charles Geisinger were recently elected members of the Commercial Exchange.

The following have applied for memberships on the Produce Exchange: John W. Snyder, Baltimore. E. T. Stanard, St. Louis, and Henry Levy. Those elected to membership on the Exchange are Peter Doynne, Edgerton Merrill, E. R. Ortner and Joseph Wilkins.

At a recently held meeting of the Board of Managers of the Stock Exchange, Lester B. Howe resigned as sec'y which position he has held for 43 years. He will be succeeded by W. C. Rossman, but Mr. Howe, who is 76 years old, has been made honorary sec'y with salary. His wife died recently from a paralytic stroke.

## NORTH DAKOTA

Shields, N. D.—Edgar Belden is the new mgr. of the Empire Elevator, succeeding C. L. DeSart in this capacity.

Tolley, N. D.—Repairs are being made on the elevator of the Occident Elevator Co. at this place by the Hickok Construction Co.

Rock Lake, N. D.—The Occident Elevator Co. is having improvements made on its plant. The Hickok Construction Co. is doing the work.

Beach, N. D.—A truck and wagon dump will be installed in the elevator of the Occident Elevator Co. here. The Hickok Construction Co. will do the work.

Sanborn, N. D.—It is our intention to enlarge our elevator to twice its present capacity of 18,000 bus. This will depend on crop conditions.—J. H. Wink, mgr.

Ray, N. D.—A 10-ton, 26-foot Fairbanks Scale and a truck and wagon dump will be installed in the plant of the Occident Elevator Co. by the Hickok Construction Co.

McClusky, N. D.—Bids for the erection of a 30,000-bu. elevator will be received until June 1 by the McClusky Farmers Elevator Co., to be addressed to H. B. Curtis, sec'y.

Grenora, N. D.—The Occident Elevator Co. will have a 10-ton, 26-foot Fairbanks Scale and a truck and wagon dump installed in its elevator here by the Hickok Construction Co.

Eldridge, N. D.—The Occident Elevator Co. is having a 26-foot, 10-ton Fairbanks Scale with truck and wagon dump installed in its elevator. The Hickok Construction Co. is doing the work.

Garrison, N. D.—The Garrison plant of the Occident Elevator Co. will be equipped with a Kewanee Truck Lift and a 26-foot, 10-ton Fairbanks Scale. The Hickok Construction Co. will do the work.

## OHIO

Toledo, O.—A new quotation board has been installed on the floor of the Produce Exchange.

Cincinnati, O.—Clifford Dils has applied for membership in the Grain & Hay Exchange.

Homeworth, O.—Farmers at this place are contemplating the erection of an elevator to be run on the co-op. plan.

Fredericktown, O.—S. P. Easton has been succeeded as mgr. of the Fredericktown Farmers Exchange by John Sellers.

Waverly, O.—The Buffalo Grain & Mfg. Co. recently bought the plant of the Strittmatter Grain & Mfg. Co. whose mill has a capacity of 150 bbls. The plant will be rebuilt.

Ostrander, O.—The elevator of the Ostrander Farmers Elevator Co. was struck by lightning recently but the fire that started was extinguished before any serious damage could be done.

Alexandria, O.—P. M. Ashbrook & Co., formerly operators of an elevator here, are now engaged in the track buying business and are loading cars at twenty stations in this vicinity.

Cincinnati, O.—A. Bender, grain dealer here, recently admitted his sons, Ambrose and Clarence Bender, to partnership in the business, which will hereafter be known as A. Bender & Sons.

Seven Mile, O.—The elevator of W. L. Shaffer was broken into on May 8 and the thieves made way with a check protector, valuable paper and other articles. Mr. Shaffer has not estimated his loss.

Utica, O.—The Edward C. Hulshizer Mfg. Co. recently exchanged its mill and elevator and two residence properties for an 8-apartment building. The mill will be operated by Mills Bros. who have already taken possession.

Cleveland, O.—A campaign to raise about \$75,000 by which an elevator here, owned by private parties, can be made into a co-op. plant, is being held. The elevator, if plans are successful, will be a terminal for elevators all over the state.

Wilmington, O.—R. P. Barrett & Son are erecting a frame elevator here covered with asphalt shingles, which will be 60 feet high. Two cement bins, 40 feet high, will also be erected. The plant will be electrically driven and is expected to be finished by the harvest season.

New Pittsburg (R. F. D., Wooster), O.—The new elevator of the A. G. Smith Mfg. Co. of Wooster, which will be run in connection with that plant, will have a capacity of 10,000 bus. and the warehouse will have a capacity of three carloads of feed. The elevator is expected to be completed in time for the June movement of wheat.

Green Camp, O.—The elevator owned by the Green Camp Grain Co. has been sold for \$8,000 to members of the Green Camp Township Farm Bureau who will organize and operate it as a farmers' co-op. concern. The grain company was only recently reported as incorporating for \$30,000 with W. S. Ruth, H. S. Beaver, J. M. Wolfinger, F. L. Bricker and Ora Weiss as incorporators.

Grafton, O.—We purchased this plant which was formerly operated by the Bennett Mfg. Co. on April 22 from the receiver and purpose getting everything in shape to start the new crop.—Grafton Flour Mfg. & Grain Elevator Co., L. C. Chase, pres. (Other reports state that this concern was recently newly incorporated for \$5,000. Incorporators: L. C. Chase, L. B. Fauver, F. L. Hamel, V. Walsh and S. H. Squire.)

Toledo, O.—The Ohio Co-operative Managers Club at its meeting May 9 in the Commerce Club rooms elected L. J. Ducat of Sugar Ridge, pres.; Chas. Garster of Fayette, vice-pres.; and D. J. Loyd of Waterville, sec'y-treas. Willard Doran of Byron, O., led in a discussion of handling side lines. M. D. Lincoln, sec'y of the Ohio Farm Bureau Federation, summarized the work of the bureau. Kenton D. Keilholtz, pres. of the Produce Exchange, assured the managers the exchange was glad to meet them.

## OKLAHOMA

Enid, Okla.—The Miller Grain Co. recently went out of business.

Rosston, Okla.—The Rosston Mfg. Co. will add grain storage to its mill.

Clyde, Okla.—The Farmers Elevator Co. is planning to erect a 25,000-bu. elevator.

Enid, Okla.—The Enid Mfg. & Elevator Co. is rebuilding seven of its country elevators.

Sumner, Okla.—The Farmers Elevator Co. has let contract to L. S. Fisher for a frame elevator.

Covington, Okla.—The Boepple Grain Co. will rebuild its elevator which was wrecked by a tornado.

Blackwell, Okla.—The Farmers Elevator Co. has let contract to L. S. Fisher for the erection of a 15,000-bu. frame elevator.

Pond Creek, Okla.—E. Johnston of Enid is building an elevator here which will be completed in time to handle the new crop.

Frederick, Okla.—The Whitelock & Holloman Elevator at this place was recently purchased by C. A. Calvert of Archer City, Tex.

Driftwood, Okla.—The Driftwood Co-op. Ass'n recently completed the erection of a 25,000-bu. elevator which has been opened for business.

Deer Creek, Okla.—The Deer Creek Wheat Growers Ass'n recently purchased the elevator here owned by the Blackwell Mill & Elevator Co.

Dover, Okla.—The Dover Loyal Farmers Elevator Co. will repair its elevator which was burned, not build a new one as originally reported.

Enid, Okla.—The Randels-Feuquay Grain Co. recently incorporated for \$100,000. Incorporators: W. M. Randels, Ben U. Feuquay and E. T. Fleming.

Oklahoma City, Okla.—New directors of the Grain Exchange are J. J. Stinnett, G. G. Grogan, Frank Winters, Jesse Vandenberg and Fritz Straughn.

Douglas, Okla.—The Choctaw Grain Co. is repairing its elevators here and at Helena and Goltry and will install new American Scales and Trapp Dumps.

Blackwell, Okla.—The Blackwell Co-op. Elevator Ass'n, recently incorporated for \$25,000, has let contract for the erection of a 20,000-bu. elevator to cost \$10,000.

Quinlan, Okla.—The Farmers Co-op. Co., which bought the plant of the Harper Mill & Elevator Co. here a few months ago, is contemplating the erection of an elevator.

Yukon, Okla.—Fred Russell has resigned as sales mgr. of the Yukon Mill & Grain Co. and will be connected in the same capacity with the Morton Mfg. Co. of Dallas, Tex.

Kingfisher, Okla.—The roof of our old mill was partially blown off and destroyed by heavy winds recently but the damage is now being repaired.—Oklahoma Mill Co., R. B. Laing.

Ponca City, Okla.—The J. S. Hutchins Grain & Elevator Co., which recently sold its elevator here, is still operating stations at Bliss, Bodeck and Autwine and will maintain its headquarters at this place.

Numa, Okla.—The Numa Wheat Growers Ass'n has incorporated with a capital stock of \$12,000. Incorporators: T. G. Phillips, Kline Webster and J. D. Gasford. A concrete elevator will be built.

Enid, Okla.—At a recent meeting of the Oklahoma Wheat Growers Ass'n it was decided to erect a terminal elevator here with a capacity of 1,500,000 bus., which is expected to be finished in time for the 1923 crop.

Rosston, Okla.—I have resigned as mgr. of the Farmers Elevator Co. and will be with the Burk Elevator at Gate as mgr. this next year. Mr. Bell from Englewood will take charge of the elevator here.—O. C. Usher.

Wakita, Okla.—The Farmers Co-op. Elevator Co. has let contract to the Star Engineering Co. for a 10,000-bu. frame, ironclad elevator with a composition roof. It will be equipped with a 10-h.p. Fairbanks Engine, truck dump, Richardson Scale, manlift, one leg.

Texhoma, Okla.—The Wadley Grain Co. has let contract to the Resident Lumber Co. for a 40,000-bu. ironclad elevator. It will be equipped with a Kewanee Truck Dump, F.-M. Ball Bearing Motors, Fairbanks Scale and Richardson Automatic Scale and manlift.

Ingersoll, Okla.—We are rebuilding the elevator here which burned last August; concrete, with 15,000 bus. capacity.—Alva Roller Mills, C. S. McGinnes, mgr. (Other reports state that a truck dump will also be installed and that the Monolith Builders have the contract.)

Oklahoma City, Okla.—C. D. Ashenhurst will be succeeded as general mgr. of the Oklahoma City Mill & Elevator Co. by H. L. Stover, formerly connected with the Wichita Mill & Elevator Co., of Wichita Falls, Tex. Mr. Ashenhurst will locate in Vernon, Tex., where he will be in charge of the Kell Mfg. Co.



## PENNSYLVANIA

Philadelphia, Pa.—H. R. Godshall, grain and feed merchant, has applied for membership on the Commercial Exchange.

Butler, Pa.—P. W. Sheakley, formerly in the flour and grain brokerage business at Pittsburgh, has engaged in the same business at this place.

Philadelphia, Pa.—W. M. Richardson of Richardson Bros. and the Philadelphia Export Co. and pres. of the Washington Baseball Club, recently took a 10-year lease on a theater at Atlantic City, N. J.

Philadelphia, Pa.—William Oldach has been elected a member of the Commercial Exchange.

Philadelphia, Pa.—Improvements amounting to \$3,000,000 have been made on the floor of the Commercial Exchange, including an addition to the office of the traffic mgr., an extension to the partition separating the Exchange floor from the Bourse floor and nine private telephone booths for the exclusive use of grain and feed merchants.

Waynecastle, Pa.—A very bad accident happened May 22 here. A gasoline truck driver failed to take the proper precaution when crossing the railroad and was hit by a freight train, which completely demolished the truck. The gasoline tank was torn from the truck and thrown along side of the elvtr. building of Franklin Miller & Son. The driver was thrown out on the ground, badly injured, and everything seemed to be in flame immediately. The driver was burned to death and the elvtr. completely burned down. I think the storage room may have been 12,000 to 15,000 bus. and contained at the time 8,000 or 10,000 bus. of wheat and corn; also considerable feed. The loss was pretty heavy and I understand that Mr. Miller is going to rebuild his place.—C. M. Horst, Hagerstown, Md.

## SOUTH DAKOTA

Lesterville, S. D.—The B. A. Freidel Elvtr. here was recently leased by Charles Smith of Utica.

Hudson, S. D.—W. J. Morrison, former mgr. of the Farmers Co-op. Elvtr. Co. here, has removed to Sioux Falls, S. D.

Huffton, S. D.—The Huffton Farmers Elvtr. Co. recently incorporated for \$10,000. Incorporators: C. A. and F. E. Dickerson and F. G. Brooberg.

Hudson, S. D.—M. Fell has become connected with the Traders Grain Co. here, having formerly been with the Belgrade, Minn., plant of the Osborne-McMillan Co. of Minneapolis.

Egan, S. D.—The Van Dusen-Harrington Co. recently got a judgment for \$23,000 against three directors of the Farmers Grain & Fuel Co., which company was bot by O. L. Larson. The Egan Grain Co. bot the plant of the F. M. Tusia Grain Co.—Egan Grain Co., F. M. Tusia, mgr.

Ferney, S. D.—Ferney Farmers Elvtr. Co. has wrecked its center house and built a new one in its place. The new house has a capacity of 18,000 bus. with nine hopper bins and 11-foot work floor. Cleaners, feed mill and other machinery will be installed. The house is well under way and will be completed by June 1.—Atlas Elvtr. Co., C. H. Prater, agt.

## SOUTHEAST

Marietta, Ga.—The Cobb County Elvtr. & Mlg. Co. recently incorporated for \$15,000.

Richmond, Va.—J. F. Patterson, a partner of the Mutual Grain Co., has filed an individual petition of bankruptcy with liabilities of \$1,179.79 and assets of \$1,758.

Norfolk, Va.—Silent partnerships will be practically eliminated by the law, effective June 18, requiring that all details of proposed partnerships be filed for record with the clerk of the court in which deeds are registered.

## TENNESSEE

Memphis, Tenn.—One of the warehouses of the Gillespie Grain Co. burned May 9, causing a loss of about \$8,000; insured.

Nashville, Tenn.—The American Flour & Grain Co. has filed a voluntary petition of bankruptcy with assets of \$1,692 and liabilities estimated at \$18,145.

Columbia, Tenn.—The produce firm of Park Bros. suffered a loss estimated at \$10,000 when the warehouse collapsed on May 12, due to the great quantity of grain in the building.

Columbia, Tenn.—The grist mill and warehouse of Parks Bros. collapsed recently damaging 30,000 bus. of corn and the mill equipment. The loss, \$10,000, is not covered by insurance.

## TEXAS

Happy, Tex.—The Chapman Mlg. Co. of Sherman will build an elvtr. here.

Shamrock, Tex.—I have succeeded the Clark Grain Co. A. C. Clark is in California.—W. P. Dial.

Houston, Tex.—The elvtr. and warehouse of the Lowery Grain Co. has been bot by the Thompson Grain Co.

Ft. Worth, Tex.—The Higgs Grain Co. has been incorporated for \$2,100 by O. B. Horton, C. S. Henderson and H. T. Higgs.

Dallas, Tex.—The Liberty Grain & Fuel Co. recently incorporated for \$30,000. Incorporators: W. E. Conn, L. G. and C. M. Patillo.

Dallas, Tex.—Fred Russell, former sales mgr. of the Yukon Mill & Grain Co. of Yukon, Okla., has accepted a position with the Morton Mlg. Co. of this place.

Amarillo, Tex.—The Texas Wheat Growers Ass'n has incorporated with no capital stock. Incorporators: O. H. Loyd, W. H. Hicks and L. Gough. It has opened offices in the Fuqua Bldg.

Mineola, Tex.—R. P. Dorrough has been appointed receiver of the Steed Grain Co. which recently filed a voluntary petition of bankruptcy. The assets are listed at \$50,490.99 and liabilities at \$23,230.19; exemptions claimed of \$6,100.

McKinney, Tex.—Z. A. C. Harris, father of Ray Harris, the latter well known in the grain trade of this city, died recently, at the age of 73 years. He had been assisting his sons in the business of the Harris Bros. Grain Co. the past few years.

Wellington, Tex.—The Stevenson Grain & Elvtr. Co., which recently purchased plants of the Kell-Mytinger Grain & Elvtr. Co. at Dodsonville and this place, is repairing them now and expects to have them ready for the next wheat crop.

Houston, Tex.—Plans are being contemplated for the erection of a terminal elevator here. The matter has been considered by a com'te of the Merchants Exchange which suggests that the Exchange erect one unit and other organizations erect the other units of the elvtr.

Vernon, Tex.—C. D. Ashenhurst, formerly general mgr. of the Oklahoma City Mill & Elvtr. Co. of Oklahoma City, Okla., will become mgr. of the Kell Mlg. Co. of this place. Mr. Ashenhurst is being succeeded by H. L. Stover, former mgr. of the Wichita Mill & Elvtr. Co. of Wichita Falls, Tex.

Abilene, Tex.—An approximate loss of \$10,000 was suffered by the C. S. Lee Grain & Elvtr. Co. when fire burned the storage bin and damaged the concrete elvtr. the latter part of April. The loss of the bin is covered with insurance but that of the elvtr., which will be put in operation again as soon as repairs can be made, was not.

## WASHINGTON

Walla Walla, Wash.—A conference with grain warehousemen and growers will be held here soon by the state department of public works to obtain uniformity and lower rates for warehousing.

Walla Walla, Wash.—Fay Broughton has pleaded guilty to the charge of the theft of 1,700 sacks of wheat and was sentenced on May 6 to a term of 18 months to 15 years in the state penitentiary. Broughton's evidence implicated B. F. Owsley of Owsley & Case, also charged with grain stealing, whose case came up May 8.

## WISCONSIN

River Falls, Wis.—The Equity Elvtr. & Warehouse Co. will hereafter be known as the Equity Co-op. Elvtr. Co.

Loyal, Wis.—Rahm Bros. & Kunder have dissolved partnership and the Rahms are buying hay and potatoes, but no grain.—Jos. Zenz, Sr., Loyal Elvtr. Co.

Marshfield, Wis.—Amos Roll has turned over his stock in the Sparr Cereal Co., which owns a mill and elvtr., to H. C. Koenig.

Eau Claire, Wis.—R. H. Manz recently purchased the Farmers Co-op. Product Co., with whom he has been for about 12 years, and will continue the business of handling farm products and coal.

Turtle Lake, Wis.—The Turtle Lake Co-op. Shipping Ass'n recently incorporated to deal in grain, feed, produce and live stock. Incorporators: A. Palmer, R. L. Chartraw and F. Klockerman.

Columbia, Wis.—The Columbia Mills, formerly owned by the Globe Mlg. Co. of Watertown, recently passed into the hands of Paul Mueller and C. E. Oliver of Chicago who will operate the same.

Manitowoc, Wis.—The Cereal Products Co. recently filed suit against the common council for taxes amounting to \$16,044.41 which, the company alleges, was collected illegally and which was paid Feb. 24 under protest. The company also claims that the assessment of \$751,250 is excessive and that the correct assessment is \$115,000, but this has been denied by the Board of Review.

## MILWAUKEE LETTER.

The membership of Frank Rice in the Chamber of Commerce has been transferred to P. D. McMillan.

The memberships of John A. Stolper, deceased, and Chester Sampson have been transferred to V. F. Yahr of Princeton and Lawrence Hessburg, respectively.

Leonard Keefe, mgr. of the Milwaukee branch of the Updike Grain Co., and L. Ross Fyke have acquired the memberships of H. E. McEachron and William Bannen, respectively, as additional memberships in the Chamber of Commerce.

The following officers and directors have been elected by the Receivers Ass'n for the coming year: L. J. Beck, pres.; James Hessburg, vice-pres.; Conrad Kamm, sec'y-treas. Directors: John Lauer, Guy Blanchard, A. L. Johnstone and E. Heimke.

The amendment to the rule that a member, firm or corporation accepting orders from a non-member, firm, or corporation, shall obtain in advance from the non-member corporation a written authorization to the effect that the manager or officer is duly authorized to buy or sell such commodities for future delivery; and that a written notice of the transaction be mailed to an executive officer of said corporation, other than the manager or officer giving the order, was unanimously adopted by the members of the Chamber of Commerce on May 9, to become effective June 1.

## WYOMING

Douglas, Wyo.—G. L. Payne has rented the Collins warehouse here and states he will again enter the grain business.

## Adulteration and Misbranding.

Under the Food and Drugs Act the following judgments have been rendered in the United States district courts for the Bureau of Chemistry:

Ground oats, weed seeds and other foreign material was found in sacks labeled "Ground Barley Feed" by the Culbert Milling Co., of Minneapolis, Minn., the crude fiber amounting to more than the 9 per cent stated on the label. On a plea of guilty the fine was \$25.

Oats and wild oats and weeds to the extent of 12.5 to 16.5 per cent were found in sacks alleged by the Sheffield Elevator Co., of Minneapolis, Minn., to be barley feed; and the weight was not plainly marked. On a plea of guilty the fine was \$25.

For having shipped a number of sacks of barley feed without a label or statement of weight on the packages the W. F. Devereux Co., of Minneapolis, Minn., was fined \$25.

A shipment of 480 sacks of cotton seed meal from Covington, Ga., to Waterville, Me., contained less than the 36 per cent protein stated on the label and was seized, condemned and forfeited; but later on appearance of E. A. Clark & Co. as claimants to the property it was released to them on \$3,000 bond.

The Lamar Cotton Oil Co., of Paris, Tex., shipped into Kansas a quantity of cotton seed meal containing larvae, webs and insect excreta, and on a plea of guilty was fined \$50.

The Dallas Oil & Refining Co., of Dallas, Tex., labeled cotton seed meal 43 per cent protein and 10 to 12 per cent crude fiber, while the Bureau of Chemistry found 39.75 per cent protein and 13.97 per cent crude fiber. On a plea of guilty the fine was \$25.



## Supply Trade

Production of portland cement in the United States as reported by the government for the month of April was 9,243,000 barrels, against 8,651,000 barrels in April, 1921. Stocks on hand at the end of the month were 14,498,000 barrels, against 12,600,000 barrels a year ago. Prices are holding firm and are expected to remain so until the coal strike has been settled.

Columbus, O.—The 28th annual edition of the Red Book, published by the Orin Thacker Directory, is now ready for distribution. In this new edition are listed over 6,000 names, including 4,800 wholesale grocers in the U. S. and Canada, and over 1,600 semi-jobbers, chain stores, etc. Population of states and cities is given, and the county in which each city is located is designated. The price of this directory is \$2.00 per copy.

Pt. Huron, Mich.—The Bryant Engineering Co., in announcing a revision of prices on the Dreadnaught Feed Grinders, states: During the period of the war, prices on Dreadnaught Feed Grinders were advanced in strict accord with the increased cost of manufacture. Since 1920, reductions were put into effect in anticipation that readjustments would warrant lower prices. After several months of operation we have found that the prices last established cannot be continued.

Chicago, Ill.—The Citizens Committee to Enforce the Landis Award of wages in the 32 building trades unions sent its answer to the anti-award terrorists last week in the shape of a unanimous decision by the full committee to organize for a two-year campaign. The decision is of the utmost importance in that it makes certain that a body competent to represent the public's interests will be present when he jurisdiction of Judge Landis' award expires a year from this June. The general committee also voted unanimously to back the executive group's policy of non-recognition of the so-called outlaw unions to the end.

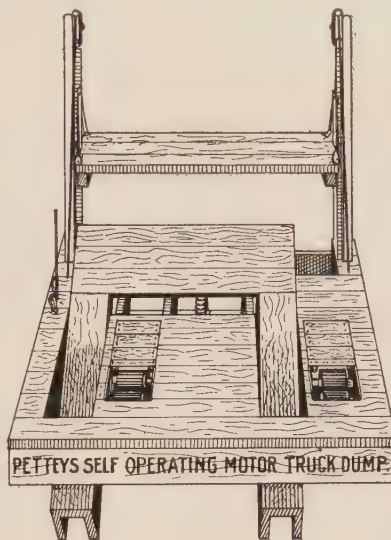
Sioux City, Ia.—We are building elevators at Hamburg, Iowa, and Rock Falls and have also been installing dumps and doing remodeling and repair work at various points. We are being importuned daily for estimates on rebuilding, remodeling and new elevators, and we anticipate about harvest time we will be taxed to our limit to take care of building, repairs and other work for those who have been obliged to neglect such work for the past couple of years. The above are facts as we find them and prospects are very good at this writing for closing in some nice business this week.—Younglove Construction Co., by J. F. Younglove.

Minneapolis, Minn.—We have recently installed the following disc separators: Pratt Mills, Pratt, Kan.; Anthony Mills, Anthony, Kan.; Hoffman Mills, Enterprise, Kan.; Goodlander Mills, Fort Scott, Kan.; Moses Bros. Mills, Great Bend, Kan.; Kingman Mills, Kingman, Kan.; Jas. A. Goss, Maitland, Pa.; Cherokee Mills, Cherokee, Okla.; Alva Roller Mills, Alva, Okla.; Cole & Co., Krum, Tex.; Indust. Comm. of N. D., Grand Forks, N. D.; Internat'l Mfg. Co., Wells, Minn.; Hunt Grain Co., Wichita Falls, Tex.; Allis Chalmers Mfg. Co., Milwaukee, Wis. (for China); Larabee Flour Mills Corp., Clinton, Mo.; Globe Gr. & Mfg. Co., San Francisco, Cal.; Community Mfg. Co., Neche, N. D.; Northern Mfg. Co., Wausau, Wis.—Carter Mayhew Mfg. Co.

Kewanee, Ill.—Kewanee All Steel Truck Lifts have been installed in the following plants: Carlson & Peterson, Berkley, Ia.; Truby Co., Joliet, Ill.; Miller & Bowers, Blandinsville, Ill.; Farmers Grain & Coal Co., Aledo, Ill.; Sanborn Co-op. Grain Co., Sanborn, Ia.; Galesburg Molasses Feed Co., Galesburg, Ill.; Oyens Co-op. Co., Oyens, Ia.; Johnston Grain Co., Pond Creek, Okla.; Enid Mfg. Co., Kremlin, Okla.; Farmers Elvtr. Ass'n, Moundridge, Kan.; Farmers Grain & Lbr. Co., Montezuma, Kan.; Nashville Gr. & Supply Co., Nashville, Kan.; Farmers Co-op. Grain Co., Ness City, Kan.; Farmers Co-op. Ass'n, Bison, Okla.; Eudora Mills, Eudora, Kan.; Liske Grain Co., Canadian, Tex.; Farmers Elvtr. Co., Valley Center, Kan.; Boepple Grain Co., Covington, Okla.; Rock Mill & Elvtr. Co., Hutchinson, Kan.

## Self-Operating Motor Truck Dump.

Motor trucks have an abundance of power to elevate one end to the dumping position; and advantage has been taken of this source of power in designing the truck dump illustrated herewith, to employ the engine power usefully.



When the truck has been driven upon the platform the rear wheels come into contact with rollers and drive the rollers. These rollers, thru chains and gearing elevate the platform into an inclined position for dumping.

The control of the operation is perfect. To start with the rollers are covered when the truck is driven on, permitting the front wheels to pass over the rollers without contact. After the front wheels have passed the roll covers are drawn forward allowing the rear wheels to pass upon the power rolls, which immediately begin to revolve. After removing the end gate the operator throws the dump into gear, when the platform will slowly rise and remain there until lowered by the operator, the force of gravity when lowering being controlled by a steel-covered brake band over a 16-inch wheel drum.

The truck can go neither forward nor backward while on the power rolls. After the truck has been lowered it can be run off the platform by advancing the sheet steel track plate, which is drawn between the rear wheels of the truck and the power rolls, the disappearing track then automatically drawing back to its former position.

Installation of the self-operating motor truck dump is not expensive. No changes in the driveway or pit are required, if the floor timbers are strong enough to support the weight of a truck. The truck dump is placed beside the wagon dump and does not interfere with it in any way.

For elevators having a narrow driveway, or one from 9 to 10 ft. in width and less than 30 ft. in length the design is different in that the front wheels rest on a horizontal instead of a tilting platform. The horizontal platform is raised by cables drawn over bronze bearing sheave pulleys, the pulleys resting upon 3-inch steel T posts set at an angle of 17 degrees from the perpendicular, these posts also serving as a guide for the platform. The platform is wide enough to accommodate any truck, is well braced and has roller guides which enable it to lift easily. Even in a narrow driveway it gives the operator ample room to work around the truck. Additional information will be given readers of the Journal by the manufacturer, the W. A. Pettys Elevator Machine Co.

In connection with the Mass Convention of millers at Kansas City, Mo., May 31 to June 1, there has been organized a "Trip thru the Wheat Fields" by special train, leaving Kansas City on the evening of June 2.

## DIRECT REDUCTION GRAIN TABLES IN FRAME

This set contains six cards with marginal indexes, giving reductions of any number of pounds from 600 to 6,600 by 10-pound breaks. For oats and cotton seed at 32 lbs.; barley, buckwheat and hungarian at 48 lbs.; shell corn, rye and flaxseed at 56 lbs.; wheat, clover, peas, potatoes at 60 lbs.; and ear corn at 70 and 75 lbs. to the bushel. Pounds are printed in bold faced type, and reductions to bushels directly beside the corresponding pounds. The six cards fit into a bass wood frame with a glass front. Frame can be hung anywhere and tables easily read thru glass. Size 12½x13½ inches. Order Form No. 3275 DRF. Price complete, \$2.00.

The six cards of this set may be obtained without box frame for \$1.00.

## GRAIN DEALERS JOURNAL

309 So. La Salle Street  
Chicago, Ill.

## CLARK'S GRAIN TABLES FOR WAGON LOADS

(Thirteenth Edition)

The best and most complete edition of these popular reduction tables ever issued. It contains 12 grain tables and two pages of freight tables all printed from heavy-faced type in two colors on heavy tough Manila stock. It is reinforced at back with cloth. Marginal index for quickly finding table wanted.

All reductions are complete on one page. It has a range from 100 to 4,090 lbs. on 10-pound breaks. The table shows the following reductions: Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grass Seed and Corn Meal at 48 lbs. Barely at 50 lbs. Shelled Corn, Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Ear Corn at 70 lbs., 72 lbs., 75 lbs. and 80 lbs. per bu.

Freight table shows rate per bushel at 60, 56, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 31½ cents in ¼ cent rises.

Order Form 4090 WL. Price 60 cents.

## GRAIN DEALERS JOURNAL

305 S. La Salle Street Chicago, Ill.

## If you have a good thing

Tell the Grain Dealers—  
They'll do the rest—

Advertising is the quickest and best way—but it must be the right kind of advertising.

If you have spent your good money without satisfactory results, it's a case of wrong article or wrong advertising.

The easiest, most direct, most popular and most effective way to the grain dealer is The Grain Dealers Journal route.

Try it.

## IF YOU WANT

regular country shippers  
to become familiar with  
your firm name, place  
your "ad" here :: ::



## Feedstuffs

CROWLEY, COLO.—The alfalfa mill here has been leased by the Colorado Alfalfa Milling Co.

BUFFALO, N. Y.—The Consolidated Feed Dealers Ass'n contemplates building or buying an elevator at this city.

DUNDAS, ONT.—The Colville Feed & Milling Co. has been incorporated with \$150,000 capital stock.

CHATTANOOGA, TENN.—The Lookout Mfg. & Grain Co. has remodeled the distillery here and will manufacture feeds.

MINNEAPOLIS, MINN.—John Cramp has resigned as sec'y-treas. of the I. B. Swanson Co. and will deal in millfeed on his own account.

ST. JOSEPH, MO.—The poultry feed department of the Grain Belt Mills Co. is being enlarged and new machinery added at a cost of \$20,000.

HINTON, OKLA.—The Zobisch Grain Co. has applied to the Corporation Commission of Oklahoma for a hearing on desired stops for unloading feedstuffs.

SIKESTON, MO.—A feed mill with a capacity of 8 carloads of ground alfalfa and pea hay per day is being erected by the Scott County Milling Co.

GREELEY, COLO.—The old mill of the Colorado Milling & Elevator Co. will be converted into a feed plant when the new concrete and steel mill is completed.

CHATTANOOGA, TENN.—The B. F. Talley Grain & Feed Co., recently incorporated, is remodeling the plant of the Monarch Mills and will conduct a wholesale grain and feed business.

BUFFALO, N. Y.—At its annual meeting here at the Hotel Statler the New York State Feed Manufacturers Ass'n elected the following officers: Pres., Geo. E. Todd, Buffalo; vice pres., C. F. Kieser, Waverly, 2d vice pres., E. W. Elmore, Oneonta; treas., M. M. Nowak, Buffalo; sec'y, Fred E. Pond, Buffalo. A. M. Cook, Syracuse; Lloyd Hedrick, Buffalo, and A. C. Palmer, Waverly, with the pres., and vice pres., compose the executive com'te.

CHATTANOOGA, TENN.—We are completing at this time, the last unit for our scratch feed mill, and already have a mill for dairy feed, stock feed and etc. installed, however, these units too, have recently been doubled in capacity. It is our expectation when all improvements are completed to manufacture dairy feed, stock feed, poultry feeds, mill feeds, corn and meal and blend flour. We are basing our calculation on the improvements on our

mill to increase our capacity on our articles to 200 tons per day all articles included.—Chattanooga Feed Co.

FAYETTEVILLE, ARK.—A mill property and trackage has been purchased by the Fayetteville Mercantile Co. with a view to adding feed and flour milling to its grain and hay business.

ABILENE, KAN.—The Denver Alfalfa Milling & Products Co. of Lamar, Colo., has completed the overhauling of the plant taken over from the Wood Alfalfa Products Co.

### Cincinnati's New Feed Mill.

The Ubiko Milling Co., Cincinnati, Ohio, one of the pioneers in the production of balanced rational dairy feeds, "Union Grains" and, for a great many years, leaders in that particular field, have just completed the modern feed plant illustrated herewith, which is designed and equipped for making all kinds of dairy, horse, molasses, poultry scratch feed and mashers; in fact, anything in the line of animal feeds.

The growth of this business for the past twenty years has been remarkable. In the beginning the company occupied a one-story building, mixing feed by hand with a capacity of about one car per day. Strict adherence to a uniform quality and accurate proportions has built a steadily increasing business, necessitating their present large and modern equipment.

The building is of reinforced concrete, erected by the Ferro Concrete and Construction Co. and is situated for direct loading on eight main lines of railroads entering Cincinnati and served by double tracks on each side, with capacity of one hundred cars, using three large unloading legs, equipped with double power shovels and car pullers.

Cars may be loaded the full length of the building on either side, the finished material being stored in sacks on the second floor with connecting chutes to cars. The capacity of the storage bins is approximately 250 carloads and of the warehouse 800 carloads. The capacity of the machinery equipment for making mixed feeds is 80 carloads per day (of 24 hours) including all kinds of feeds, and is handled throughout in all steel elevators and conveyors.

The power equipment consists of Westinghouse motors, arranged in units for operating each group of machinery (making one class of feed) independent of the others; wired on the "remote" system, enabling any or all motors to be cut out instantly by means of convenient push buttons.

The designing of the building and the machinery plans were made by the B. F. Gump Co., who were given the contract to furnish all the machinery and equipment. "Draver Feeders" in batteries, driven by "Master One-Belt

Drives" regulates the percentages of each ingredient thereby insuring that accurate proportions will be made automatically.

The "LePage Patent Corrugations" are used throughout for cracking corn, wheat, kafir, etc., insuring highest quality of poultry feeds.

"Bar-Nun" Grinders are used to reduce tailings, barley, corn and oats to a fine, soft feed, suitable for dairy and chicken mashers and other high grade stock feeds.

"Niagara" Cleaning Machines are used when grains are received, also for close cleaning before milling or mixing.

"Niagara" Aspirators are also used for cleaning poultry feeds before sacking.

Both molasses and poultry finished feeds are weighed and sacked on "Richardson" automatic sacking scales, after which a belt conveyor conveniently delivers the sacks to the car chutes.

In the engravings herewith Fig. 1 is a bird's eye view of the plant; Fig. 2 shows the all steel conveyors distributing to bins having steel valves and spouts; Fig. 3 the 15-ft. square reinforced concrete bin hoppers, transfer conveyors, connected with removable steel spouts and cast iron cut-off bin bottoms in basement; Fig. 4 the molasses steam heated tank, Draver Molasses Feeder and Mixing Conveyor for Poultry Feed, also all steel elevator and conveyor on 4th floor; Fig. 5 the all steel transfer elevator and conveyor, also steel bag chute for product to car.

REAL and lasting relief, must be based upon cold economics. In a country where the few industries which are operating at all are producing only from 2 to 25 per cent of their pre-war capacity; where the railroads are carrying less than 7 per cent of what they carried before the war; where agricultural production, which once piled up a vast surplus, is now far below domestic need; where exports have dropped from \$700,000,000 in pre-war days to \$10,000,000 in 1921, it is obvious that cold economics must be considered.—Hoover on Russian relief.

### Exports of Feedstuffs.

Exports of feedstuffs during March, compared with March, 1921, and for the 9 months ending with March, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	March		9 mos. ending March	
	1922	1921	1922	1921
Bran and middlings, tons	2,434	1,068	11,750	2,902
Cocoanut cake, lbs.	2,649,630	28,042	12,180,507	453,542
Corn cake, lbs.	.....	121,000	3,595,681	209,113
Cottonseed cake, lbs.	53,094,294	40,498,155	366,686,213	279,954,285
Cottonseed meal, lbs.	3,942,263	9,137,100	110,497,933	54,243,935
Linseed meal, lbs.	656,473	1,403,774	13,153,344	12,682,581
Linseed cake, lbs.	51,952,969	51,185,723	410,964,615	288,504,630
Millfeed, tons	2,119	626	14,731	7,741

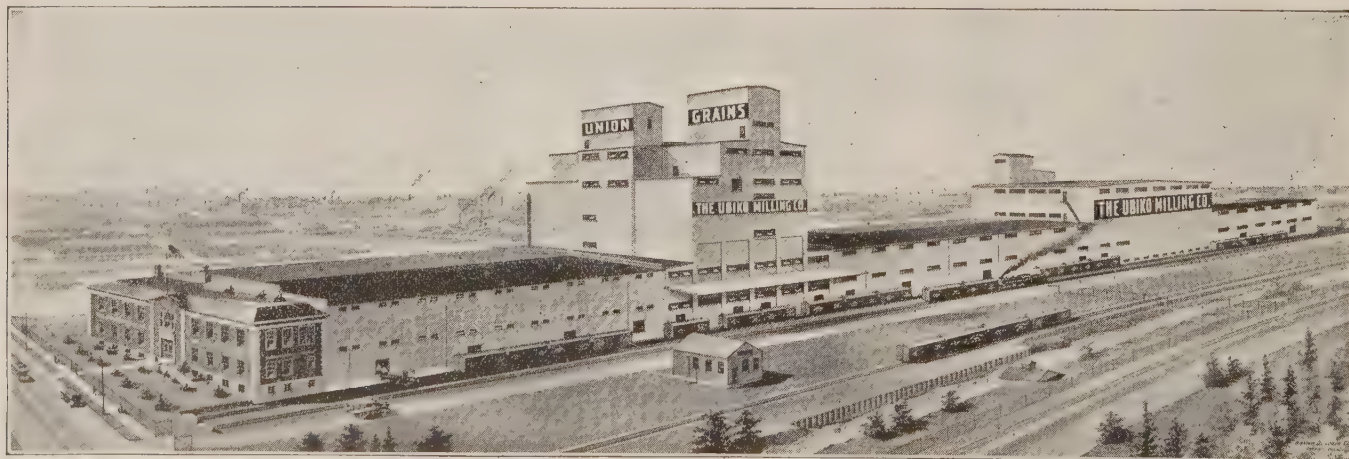


Fig. 1. Extensive Plant of the Ubiko Milling Co., Cincinnati, O.



# Radiographs

BEAVER, IA.—The Beaver Elvtr. Co. recently installed a radiophone in its plant.

O'FALLON, Mo.—We expect to install a radio receiving set.—Farmers Co-op. Elvtr., Isaac Madding, mgr.

IT HAS been proven by experiment that radio equipment operates satisfactorily in an automobile with a "ground."

LYONS, NEB.—A radiophone has been installed in the elvtr. of the Co-op. Grain Co. of which Guy Young is mgr.

ASHLAND, ILL.—I have been considering installing a radiophone, but have decided nothing definite.—F. W. McLaughlin.

SCRIBNER, NEB.—The Farmers Co-op. Mercantile Co. has installed a radiophone by which market reports may be received.

DORCHESTER, NEB.—We are installing a radiophone in our elvtr.—Dorchester Farmers Co-op. Grain & Live Stock Co., E. M. Olds, mgr.

ALBION NEB.—A radiophone has been installed in the elvtr. to get market reports.—Albion Elvtr. Co., Herman Hanneman, mgr.

ASHLAND, ILL.—A radiophone will be installed in the establishment of the Ashland Farmers Elvtr. Co. of which F. W. McLaughlin is mgr.

A BROADCASTING and receiving station will be erected on the Municipal Pier, Chicago, for use during the Pageant of Progress Exposition next summer.

ONE OF THE FIRE DANGERS connected with the present use of radio is the inclination of those interested to experiment with lighting circuits and high voltage systems, says the National Board of Fire Underwriters. Even the current

from a 6-volt storage battery is sufficient to cause fire if the terminals, or the wires leading from them, become crossed. Both these hazards have already resulted in fires.

TOLEDO has gotten in line with other markets putting out quotations by radio. The service began May 11 when Pres. Keilholtz of the Produce Exchange introduced Fred Mayer to the listeners and Fred transmitted the first quotations. The Wm. B. Duck Co.'s sending station is used. The markets are being sent three times a day, 9:40 a. m., 12 noon and 1:30 p. m., except Saturday when only the opening and close are sent. Tune in at 485 wave length and get Toledo and Chicago prices.

THE AERIAL of Station KYW at Chicago is being raised by the addition of two large steel towers. When this is completed and the power of the station increased it is hoped the transmitting range will be lengthened and the efficiency doubled. At the present time this station has a difficult task in getting out very far, due to the fact that steel structures absorb the radiated energy to a high degree. When the aerial is raised above buildings in that vicinity this drawback will be done away with.

RADIO ENTHUSIASTS in Indiana were warned recently by State Fire Marshal Newman T. Miller that fire hazards will be increased unless radio receiving and transmitting sets are installed in accordance with established regulations. A set of specifications for aerial installations was published on page 383 of the Journal for March 25. These specifications have also been sent out by the Mutual Fire Prevention Buro. The electrical code of 1920, prepared by the National Board of Fire Underwriters, gives rules for making radio installations.

UNDER the new regulations all that is required is that the lead in wire shall be no

smaller than No. 14, and shall be of copper, approved copper-clad steel, or other approved metal which will not corrode excessively. If the approved copper-clad steel is used it must not be smaller than No. 17 B. & S. gauge. Lead-in wires on the outside of buildings must not come nearer than four inches to electric light and power wires unless they are separated from them by a continuous and firmly fixed nonconductor that will maintain a permanent separation. This nonconductor must be in addition to any insulation on the wire. The lead-in wire also must enter the building through a noncombustible, nonabsorptive insulating bushing. A good porcelain tube will fill all requirements for this rule. The old regulations required a heavy wire which was hard to handle and required an insulating tube having a large opening where it came thru the wall.

SECRECY in radio communication will be assured by the invention of John Hays Hammond, the noted mining engineer. The new apparatus allows transmission simultaneously of scores of messages on the same wave length, while reception will be accomplished only by receivers attuned magnetically to each of the various transmitters. Broadcasting in the future, through the Hammond device, thus may become commercialized. We may be subscribing five or ten years from now to a broadcasting service or services which will give certain specified programs at certain hours—programs which may only be received thru apparatus leased to the subscriber by the broadcasting company. Spark stations located near the Hammond receivers do not cause interference, it is said, yet tuning in on the new device is so selective that both code and voice messages can be sent simultaneously on a very slight variation of the same wave length without interfering with one another. Details will be made public when application is made to the patent office for patent rights.



Fig. 2. Fourth Floor.

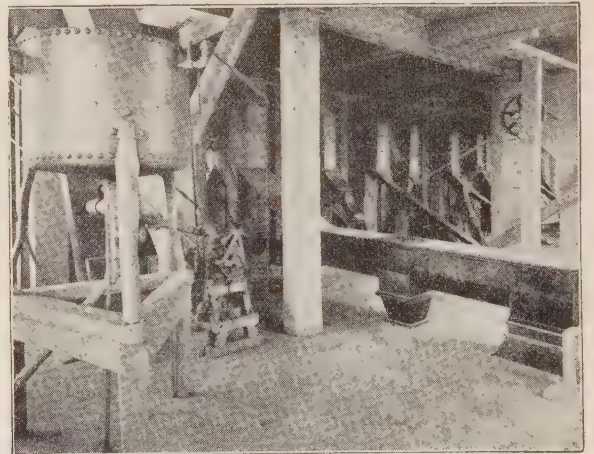


Fig. 4. Fourth Floor.

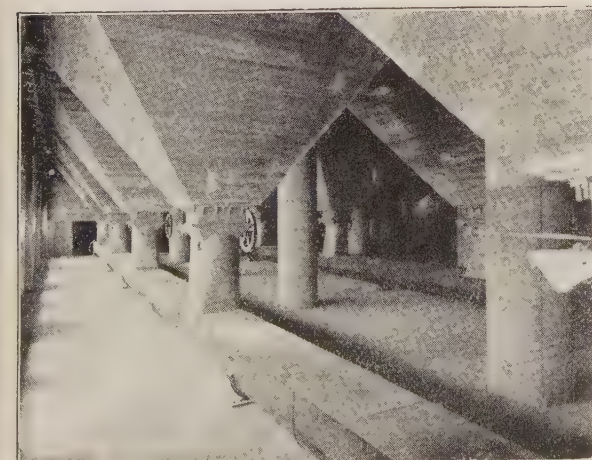


Fig. 3. Concrete Bin Hoppers.



Fig. 5. First Floor.

A Few Interiors in the Extensive Plant of the Ubiko Milling Co. at Cincinnati, O. [See facing page.]



## The Common Barberry and Black Rust.

If some condition should cause the gold in American banks to decrease in weight gradually so that its value were lessened at the rate of several millions of dollars annually there would immediately ensue a great hue and cry. Every available agency would attack the task of finding out the cause of the condition. When the cause had been determined and a remedy discovered or evolved that remedy would be applied, even if it required most drastic measures.

A condition no less dangerous does exist. It is not gold that is disappearing, but vast quantities of wheat; and wheat is quite as important in the world as gold. Millions of bushels of wheat that might reach the mouths of hungry humanity are being destroyed each year, especially in our spring wheat states, by an enemy that we know as black stem rust. It is an enemy that works rapidly when conditions favor it, and in some years it has devoured as much as one-third of our average annual production of this important food grain.

Black stem rust has been known for several hundred years, perhaps, and it was generally thought to have been caused by climatic conditions until scientists proved that it is in fact a disease, caused by a fungus or mold-like parasite. These parasites literally suck the lifeblood from wheat plants and thus render them incapable of producing grain.

Having isolated the agency responsible for black rust, it was desirable next that some means be found of combatting it, and this again was a task for science. The life cycle of the rust fungus was studied, and it was discovered that one stage of its existence is passed upon the leaves of a shrub or bush, the common barberry, or *Berberis vulgaris*.

In thus placing the blame upon barberry, scientists were but confirming what had existed as a popular belief as long ago as 1660 when the people of Rouen, France, becoming convinced that barberry caused wheat to rust, passed a law condemning all of the bushes to death. In this country, before the American Revolution, Massachusetts, Connecticut and Rhode Island enacted laws requiring the destruction of the plant. Those people did not know the scientific facts about rust as we know them today. But they saw that wheat always was rusted more heavily near barberry bushes than at some distance from them. They did not know the reason. They did not care. It was enough to use their common sense and to make war on the barberry.

In 1903 Denmark enacted laws requiring the destruction of the common barberry, and there has been no serious outbreak of rust since in that country. For several years after

the law was passed there were local outbreaks, but in every case barberry bushes were found in the vicinity.

The parasite causing rust grows on the leaves of the common barberry in the spring, forming rust spores in clusters. These spores are blown by the wind to grasses and grains. Spores have been found by men in airplanes as high as 2 miles from the earth's surface. The spores germinate, infecting the grain or grass, and within one or two weeks the red spore rust is formed. This is the summer stage of black rust. These summer spores are in turn blown about by the wind to infect still other grain plants, and thus many crops of red spores may be produced each season and each crop causes more rust.

Later in the season the rust becomes black, and in this winter stage the spores lie dormant until spring, when they again germinate and infect the barberry. Black rust spores cannot infect grains or grasses directly, but must pass the early spring stage on common barberry or one of several closely related shrubs. These other shrubs, however, are not native and are almost unknown in the spring wheat states. The Japanese barberry will not serve as host to the fungus.

The elimination of the barberry will bring about almost total freedom from black rust. Certainly there would no longer be danger of an epidemic of the disease and the immense losses would cease. Realizing this fact, the national government and several states are ac-

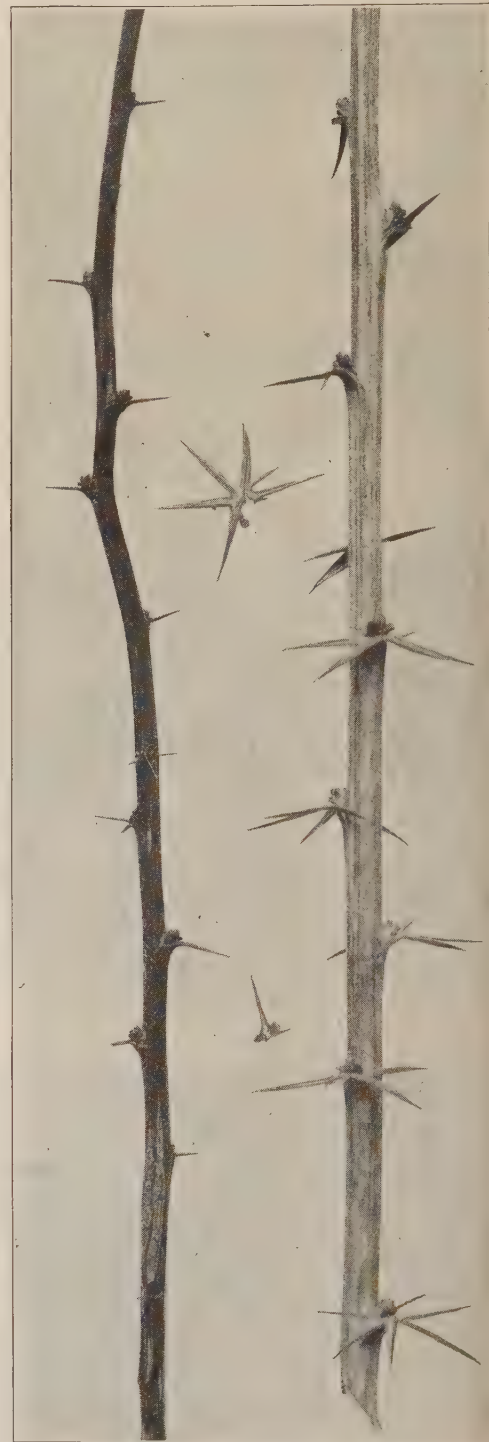


Helps to Identification of Barberry. A—Common Barberry, an Enemy. B—Japanese Barberry, Harmless. C—Common Barberry Leaf, edge spiny toothed. D—Common Barberry Stem in winter. E—Common Barberry, berried in bunches. F—Common Barberry Spines, usually in threes.

tively engaged in an effort to eradicate the bush, and in the Northwest the problem is being attacked in earnest by business men representing every line of endeavor. The Spring Wheat Improvement Ass'n is taking a leading part in this work, which was mentioned on page 53 of the Journal for Jan. 10.

**Eradication:** Individuals can do as much in this work as governments and other organizations, because the need is for actual digging out of common barberry bushes, not just propaganda against it. First, one should learn to identify the plant, and when a bush is found it should be uprooted and burned. The digging itself should be done thoroly, making sure that all roots and rootlets are unearthed, as they will start new plants if permitted to remain in the soil.

The engravings reproduced herewith show



Japanese Barberry (left) is Harmless. Dark brownish bark and generally only one spine at leaf axil. Common Barberry (dangerous) at right. Bark of gray color with long indentations; much larger spines in groups of three or more.



Black Spores from Stubble.

Barberry Leaves in Spring.

Young Wheat as Red Rust.

Ending with Black Rust on Ruined Wheat.



accurately the general appearance of the common barberry. It is a tall, erect shrub, often as high as 12 ft., with grayish bark. The branches bear spines, usually in groups of three or more. The leaves are green and have saw tooth edges, each tooth terminating in a sharp needle like spine pointing forward.

The yellow flowers and red berries are in long, drooping clusters like those of currants. The flowers are small and inconspicuous, but the red berries are numerous and easily seen, usually remaining on the plants thruout the winter. The purple barberry, equally guilty as a host for rust, resembles the common variety except that its leaves are purple.

The Japanese barberry is a low, gracefully spreading shrub with darker (reddish) bark. It is seldom more than 4 or 5 ft. tall. The edges of the leaves have no teeth. The flowers are in small bunches like gooseberries, tho the same color as those of the common barberry. This bush does not spread rust.

FRENCH GOVERNMENT wheat holdings are very light. Some time ago they were only 2,800,000 bus.



The Berries of the Barberry.

### Soy Beans in Illinois.

The acreage devoted to soy beans in Illinois has increased remarkably during the past decade. Because of this rapidly increasing acreage seed has become high in price, and many farmers are mistakenly supposing the crop is grown chiefly for seed, whereas it has other substantial merits that will continue it in favor.

A useful guide to growers has just been issued by the University of Illinois Agricultural Experiment Station as Circular No. 255, covering seed, adaptation, culture, inoculation, harvesting, threshing and varieties.

Yields of seed depend upon the variety, soil, and seasonal conditions. The better varieties may be expected to average from twelve to eighteen bushels of seed per acre, altho yields as high as forty bushels have been recorded in Illinois. During the season of 1921, ten varieties on the South Farm at the University of Illinois averaged 31.5 bus. per acre. The Chas. L. Meharry farms at Tolono, Ill., have grown 140 acres of soy beans annually during the past four years with an average annual yield of approximately 22.5 bus. per acre.

Seeding in rows 28 to 32 inches apart requires 25 to 30 pounds of seed per acre. Seeding solid with the grain drill requires from one bushel to five pecks of seed per acre. Seeding in the corn, either for hogging off or for silage, is usually done at the rate of one and one-half to two soy bean seeds per kernel of corn. This will require, of the medium-sized seed, approximately 2½ to 3 pounds of seed per acre, thus making one bushel of seed sufficient for about twenty to twenty-five acres. Rates for larger or smaller seeds may be proportionately increased or decreased as occasion demands.

The size of seed varies with different varieties. The larger-seeded varieties, such as Mammoth Yellow, Tarheel, Ohio 9035, and Haberlandt, have from 125 to 175 seeds per ounce. Medium-sized seed, from varieties such as Ito San, Manchou, A. K., and Medium Yellow (Mongol or Hollybrook), run from 175 to 225 per ounce. Small-seeded varieties, such as the Peking (Sable), Ebony (Black Beauty), and Virginia, have from 225 to as many as 400 seeds per ounce. This wide variation in size of seed necessitates some consideration when seeding.

Machines are now available which harvest the beans from the standing stalks. These harvesters strip the plants, collecting the beans and pods in large hoppers. The beans are later run over cleaning equipment, to get rid of the trash. These harvesters have not been generally used in Illinois, but they promise to become of great value to the grower who is interested in utilizing the straw for soil improvement only. For successful operation, rather tall, erect-growing varieties must be used.

A BOND issue to be paid principal and interest in wheat and rye is the newest venture of the Russian soviet into economic experiments. The bonds will be in denominations of one to 100 poods, a pood being about ¾ of a bushel.

ALMOST instantaneous record of transactions on the floor of the New York Stock Exchange is expected from improvements in the official ticker. Delays range from ten to thirty minutes in an active market. Under the new system the actual operation will be by an electric collater capable of feeding stock reports over the wires.

PRESENT freight rates impose a tax on the farmer of the surplus-producing states, Sec'y of Agri. Wallace says, which must inevitably reduce shipments of coarse grains and hay to the east, and already is causing the fruit and truck growers of the far west and southwest to turn to water transportation and the wheat growers of the west to use the shorter haul to water for export grains. He cited figures showing that wheat exports passing thru gulf ports had increased from 24 per cent of the total in 1913 to 59 per cent in 1921.

## ELLIS DRIERS

XX

If you are about to build a really up-to-date mill or elevator you will want a grain drier as a part of your machinery equipment, and when it comes to the matter of "which make shall I install?" there is only one answer—"an ELLIS."

The quality of work which the Ellis Drier produces and the workmanship entering into the construction of the machine is so evidently "better" that it becomes a matter of easy choosing when you are ready to buy.

XX

**THE ELLIS DRIER CO.**  
Roosevelt Road and Talman Ave.  
CHICAGO, U.S.A.

## CIFER CODES

Use a good Telegraph Cipher Code, Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

**Universal Grain Code**, the most complete code published for the use of grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages contain 14,910 code words for grain trade terms and expressions; no two near enough alike to cause confusion. Bond paper, flexible leather, \$3.00; Book paper, board cover, \$1.50.

**Robinson Cipher Code**, revised, with 1912 and 1917 Supplements for domestic grain business. Bound in flexible leather, price \$2.25; cloth, \$1.75.

**A. B. C. Improved 5th Edition**, contains a complete set of five letter code words for every expression in the former edition. Any two of these words may be combined and sent as one word, reducing telegraph tolls 50 per cent. Price in English, \$18.00.

**Miller's Code (1917)**, for milling and flour trades, 3¼x6 inches, 77 pages, \$2.00.

**Baltimore Export Cable Code**, most popular and simplest code for export trade. Bound in red leather, third grain edition, 413 pages, size 7x9¼ inches, \$15.00; fourth edition, for grain, stocks, bonds and general merchandise, 160 pages, 6¼x9 inches, \$15.00.

**Cross Telegraphic Cipher Code**, for provision and grain trade, 145 pages, bound in flexible leather, \$2.00.

Your Name in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

**Grain Dealers Journal**

309 S. La Salle Street,

Chicago, Ill.



## Supreme Court Decisions

**Contract without Intention to Deliver Not Enforceable.**—One may lawfully sell goods or stocks for future delivery, though he has none in his possession, if he intends and agrees to deliver at the appointed time, but he may not, under the guise of such a contract, enter into a naked speculation on the rise and fall of prices, in which there is to be no delivery and no payment except to provide for differences arising purely from market fluctuations, such transaction being a mere wager.—*Brooks v. People's Bank*. Court of Appeals of New York. 134 N. E. 846.

**Presumption that Damage Was Caused by Last Carrier.**—The Carmack Amendment to the Interstate Commerce Act (Comp. St. §§ 8604a, 8604aa), which requires the issuance of a through bill of lading by the initial carrier, and makes that carrier liable for damage occurring anywhere along the route, does not abrogate the common-law presumption that the damage was occasioned by the last carrier, but was intended to give the shipper the benefit of remedies against both carriers.—*C. & N.-W. Ry. Co. v. Whitnack Produce Co.* Supreme Court of the United States. 42 Sup. Ct. Rep. 328.

**Buyer's Recovery for Overpayment.**—Where a buyer purchased corn from seller at \$1 a bushel, and, due to an overestimation of the quantity purchased, buyer paid \$940 for 550 bushels, and in an action to recover for the overpayment, and for misrepresentations as to the quality of the corn, in which plaintiff secured a judgment of \$325, any error in instructions as to soundness of the corn and the application of the doctrine of caveat emptor was immaterial, as defendant was allowed more than the contract price for the corn actually delivered.—*Irwin v. Harbough*. Appellate Court of Indiana. 134 N. E. 905.

**Proceeds of Draft a Preferred Claim Against Receiver of Bank.**—Where a buyer of goods, having a sufficient deposit in a bank, gave his check to the bank to cover the amount of a draft with B/L attached, and the bank charged the amount of the check against the deposit, and put the amount of the check into the form of Chicago exchange for remittance to the seller before the bank was closed on account of insolvency, there was a sufficient identification of the fund to entitle the seller to a preferential claim to the amount of the buyer's check.—*Messenger v. Carroll Trust & Savings Bank*. Supreme Court of Iowa. 187 N. W. 545.

**Bank Liable for Delivery of B/L without Collecting Draft.**—Where a bank to which sight draft on buyer, accompanied by order for delivery of a carload of potatoes, was sent for collection by a bank which bought the draft, with duplicate B/L and order for delivery, turned over the order to the buyer without collecting the draft, thereby enabling buyer to obtain possession from the carrier without payment of the purchase price, the bank was guilty of conversion and was liable to the transmitting bank for the loss sustained, and could not defend its action in so doing on the ground that it merely intended to afford the buyer an opportunity to inspect goods, not having been instructed to accord him such privilege.—*First Nat. Bank of Wadena v. Farmers Savings Bank*. Supreme Court of Iowa. 187 N. W. 474.

**Workmen's Compensation Act.**—The failure of an employer to carry the insurance required by the Workmen's Compensation Law (Rev. Code 1919, §§ 9439, 9482), who has not been relieved therefrom under section 9488 is an election

within sections 9437 and 9438 not to operate under the law, and in such case the employer is subject to an action at law under section 9444 in which the damages are not limited by sections 9455-9463 of the law, and in which, if the injured employee is under the law, the employer may not defend on the ground of contributory negligence, negligence of fellow servant, nor assumption of risk; section 9440 making the remedies given exclusive, applying only to employers operating under the law.—*Clark Richardson v. Farmers Co-op. Elevator Union*. Supreme Court of South Dakota. 187 N. W. 632.

**Damages for Telegraf Co.'s Error Limited to Actual Loss.**—A cablegram from London to plaintiffs in San Francisco, making an offer for a cargo of barley, "including war risks," was changed in transmission by defendant telegraph company, so as not to require plaintiffs to pay the war risk insurance, and was accepted and the barley shipped and paid for. Later plaintiffs were compelled to pay the insurance, which amounted to about \$7,000, in accordance with the terms of the actual offer, and brought suit for its recovery. Held, that they were entitled to recover any actual damages sustained by reason of the mistake, but that, it being admitted that they made a profit on the sale, in the absence of evidence that they could have sold for a higher price, no actual damages were shown which warranted a recovery.—*Hind v. W. U. Tel. Co.* U. S. Circuit Court of Appeals. 278 Fed. 730.

**Sale of Futures Valid, if No Settlement on Differences Intended.**—In the absence of statutory regulation, a contract for the sale of goods for future delivery is valid, though the seller has not the goods, nor any means of getting them other than to go into the market and buy them, but such a contract is only valid when the parties really intend and agree that the goods are to be delivered and the price paid; and, if the real intent is that one party is to pay the other the difference between the contract and market prices at the date fixed for delivery, the transaction is a wager, and is null and void. To invalidate a contract of sale for future delivery as a wagering one, both parties must intend that instead of delivery there shall be a mere payment of the difference between the contract and market prices.—*Benson-Stabeck Co. v. Reservation Farmers Grain Co.* Supreme Court of Montana. 205 Pac. 651.

**Burden of Proof of Delivery on Carrier.**—In seller's action against buyers for goods shipped and assigned to buyers, in which the carrier was made a party defendant on buyers' denial of having received goods from carrier, it was error for the court, under C. S. § 602, to render a judgment adverse to seller without passing upon question of whether the carrier's failure to deliver the goods to buyers was without default on carrier's part. In seller's action for loss of goods shown by waybill, B/L, and wheel report to have been loaded into and transported over the carrier's line, it had the burden of showing that goods were delivered to consignees or that failure to deliver was not by its default. Carrier, having received goods for transportation, must notify consignees on the arrival of the shipment and make delivery to them.—*Acme Mfg. Co. v. Tucker & Nobles*. Supreme Court of North Carolina. 111 S. E. 525.

**Title to Shipment Passed on Payment of Draft.**—Plaintiff loaded a car of wheat at Wilsey under a "shipper's order B/L" consigned to plaintiff at Salina, "notify the Hutchins Grain Company," and drew a draft of \$3,000 on the purchaser, indorsed it in blank, attached it to the B/L, deposited the draft in the bank, and received credit for the amount; the draft having been paid by the purchaser. When the car arrived at Salina, it was weighed and found to contain 27,570 pounds less than the amount loaded. Retaining the \$3,000, the shipper sued the railway company to recover for the loss of the wheat. Held, that title passed to the purchaser upon the payment of the draft (*Bennett v. Railway Co.* 106 Kansas. 95, 186 Pac. 1005, on rehearing affirmed 107 Kan. 17, 190 Pac. 757), and, the plaintiff not being the real party in interest, a demurrer to the evidence was rightly sustained.—*Farmers Union & Co-op. Ass'n v. Payne*. Supreme Court of Kansas. 205 Pac. 1035.

CHAS. B. RILEY, sec'y of the Indiana Grain Dealers Ass'n, in the expectation of improving his health, will spend the month of June at Burlington, Colo. He is already on his way, making the trip by easy stages, and reports some improvement.

## Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9½x11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.35; weight 2 lbs.

**Grain Dealers Journal**  
309 So. La Salle St., Chicago, Ill.

## Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60, 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches. Price 65 cents, postage 4 cts

**GRAIN DEALERS JOURNAL**  
305 So. La Salle St. CHICAGO, ILL.

## Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8¼x13¼ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43.

Price, \$3.25

**Grain Dealers Journal**  
309 So. La Salle St., CHICAGO, ILL.

## You Can Sell Your Elevator

by advertising directly to people who want to buy, by using a

**Grain Dealers Journal Want Ad.**

**OWEN L. COON**  
**Railroad Claim Attorney**  
Association Building  
CHICAGO

No charge if nothing collected.  
Now handling more than 10,000 claims annually.

Representing State Grain and Livestock  
Shipping Associations



## Grain Carriers

THE UNION PACIFIC has added several hundred men to its car repairing force and is receiving on contract 25 new cars daily.

SPRINGFIELD, ILL.—The E. B. Conover Grain Co. has filed suit against the C., B. & Q. to recover \$5,000 for loss and damage in shipping.

THE LABOR BOARD's decision against the farming out of repair and maintenance work probably will be taken into the courts on a test case.

THE STEAMER Aragon, which went ashore last fall west of Kingston, on Lake Ontario, is said to be a total loss. Part of the grain cargo has been removed.

CLAIMS should be filed within 6 months after receipt of goods; or 6 months after a reasonable time for delivery. On export shipments the time limit is 9 months.

CLEVELAND, O.—Contract has been let by Herbert Oakes for the construction of a lake steamer 600 ft. long at a cost of \$800,000 to be operated by the Franklin Steamship Co.

CARRIERS have petitioned the Interstate Commerce Commission to modify its order in the Western Grain Rate Case, No. 12929 so as not to require a lower rate on coarse grains compared with wheat.

GALVESTON, TEX.—The permit system for grain shipments has been abolished here, after having been in force since October. Cars on track have been cut down from 5,000 at one time to 400 at present.

NORFOLK, VA.—The Norfolk Grain & Feed Dealers Ass'n has employed counsel to contest unfavorable rate adjustments, and will be represented at the hearings in the Southeastern rate case at Atlanta, Ga.

THE U. S. SHIPPING BOARD has completed its construction program with the delivery by the builders May 9 of the Steamer Western World at Sparrows Point, Md. The total built is 2,312 with a tonnage of 13,636,711.

GALVESTON, TEX.—Absorption of the switching charge of \$1.75 on export grain here is recommended by an examiner of the Interstate Commerce Commission after hearing complaints by shippers in Kansas and Colorado.

SENATOR BEVERIDGE, victor in the Indiana campaign, had devoted much time to talk in favor of a reduction in freight rates. His success should be a warning to politicians the railroad rates and railroad labor must be defeated.

The complaint by A. B. Haslacher and F. G. E. Lange, doing business as the California Grain Co., against the rates on imported brewers' rice from Seattle and Tacoma to Sioux City, Ia., has been recommended to be dismissed by Examiner Henry C. Keene of the Interstate Commerce Commission, as the rates were not unreasonable.

FREIGHT cars idle on American railroads because of business conditions totaled 521,746 on May 8, compared with 529,658 on Apr. 30, according to the American Railway Ass'n. Of this total 353,239 were surplus freight cars in good condition and could be put into immediate service, while the remaining 168,507 were cars in need of repairs. Loading of revenue freight totaled 755,749 cars during the week which ended on May 6, as compared with 758,286 cars the previous week, or a reduction of 2,537 cars. This was, however, an increase of 34,027 cars over the corresponding week last year, but 87,435 below the corresponding week in 1920. Loading of grain and grain products amounted to 40,125 cars, an increase of 3,727 over the preceding week and 5,420 over the same week last year. It also was 10,981 cars in excess of the corresponding week in 1920.

KANSAS CITY, MO.—A meeting was held here May 17 of the state railroad commissions of western states, called by Clyde M. Reed, of the Kansas Public Utilities Commission, to determine what action to take to oppose removal by the railroads of the differentials on wheat and coarse grains.

LANSING, MICH.—Before the state utilities commission here V. M. Parshall for the Michigan Millers Ass'n testified that a car shipment from Grand Rapids to Lansing, a distance of 64.6 miles, he said, nets the railroads 89 cents per mile, while a shipment from Grand Rapids to Chicago, a distance of 183.6 miles, nets the carriers only 31 cents.

HOWARD ELLIOTT, chairman of the Northern Pacific Railroad Co., told the House Com'te on Interstate and Foreign Commerce May 19 that the railroads faced an immediate emergency expenditure of \$75,000,000 for the repair of locomotives and cars. He opposed repeal of the Transportation Act so as to restore rate-making powers to State commissions.

MONTREAL, QUE.—The strike of longshoremen was settled May 6 at the wage reduction, but the employers recognize the union. One night 500 men raided the wharves and shot two policemen. The police then raided the headquarters of the Longshoremen's Union and arrested 200. The strike broke down because the employers found plenty of men willing to work at the wages provided they were protected from labor union violence.

KANSAS CITY, MO.—Proposed increases in switching rates here by the Kansas City Southern, Frisco and Missouri Pacific will not go into effect, the Interstate Commerce Commission having rejected the tariffs at the request of the Board of Trade Transportation Bureau. The Frisco will be permitted to increase its cross-town switching charges in connection with shipments originating at points on its own line at Kansas City and destined to points on connecting lines within the switching limits here.

WASHINGTON, D. C.—The com'te of railroad presidents, consisting of Daniel Willard, Fairfax Harrison, Hale Holden, H. E. Bryam, Charles Donnelly, William H. Finley and Edward Chambers, met the Interstate Commerce Commission in conference May 22 by appointment to discuss the railroad situation. The discussion continued for about two hours, the conference then adjourning until Thursday for further consideration. The appointment of this com'te followed the dinner given at the White House last Saturday evening. The big question is how to reduce freight rates while the railroad's labor bill is \$2,000,000,000 greater than in 1916.

VANCOUVER, B. C.—The Canada Shipping Act does not lay down any definite regulations for the guidance of port wardens. The practice, so far as Vancouver is concerned, has developed that the port warden guided himself by the clauses of the British Merchant Shipping Act upon which he bases the regulations for the fitting of vessels for loading bulk grain. It must be noted that the ports of Quebec, Montreal and St. John are specifically exempted from the provisions of part 13 of the Canada Shipping Act which governs the activities of the port warden. Since Vancouver is the only other export wheat port in Canada, we can see no reason why it should be placed under a set of rules from which the other ports are exempted. At any rate, the question should be looked into with a view to having the Canada Shipping Act amended, if necessary. As it is, several shipowners have stated that they require a higher rate on freight for loading bulk grain at Vancouver than at U. S. Pacific ports, due to the higher cost of fitting their vessels for loading. A representative com'te should be appointed immediately to look into this matter.—Harbour & Shipping.

OF the \$1,500,000 provided in the Seed Loan Act for the relief of farmers in drouth-stricken areas of the Northwest, \$784,734 had been lent up to April 30 to 6,361 farmers.

THE Federal Trade Commission reported to the Senate May 16 that the average profit of wheat exported dropped in 1921 to one-third of 1 cent a bushel, compared with an average of nearly 8 cents a bushel in 1920.

### WEEVIL

Exterminated by

### BON CAR

(REG.)

Safe and Sane

Write for Literature and Prices  
WEEVIL DEPT.

Henry Heil Chemical Co.

210 So. 4th St.

St. Louis, Mo.

# HESS

## GRAIN DRIERS CONDITIONERS

### Moisture Testers and Accessories

## DOCKAGE SIEVES and SCALES

### EMERSON KICKERS

### Grain Testing and Sampling Apparatus

Write for free booklet.

## HESS WARMING & VENTILATING CO.

907 Tacoma Building

CHICAGO



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**E. B. Boyd**, agent Western Trunk Lines, in Supplement No. 21 to Circular Mo. 1-P gives rules, regulations and exceptions to classifications, effective June 1.

**C. & E. I.** in Supplement No. 17 to 6639-D gives rules governing milling and malting in transit privileges on grain and grain products at stations on its lines, effective May 1.

**Santa Fe** in No. 13408 quotes joint rates on grain products from points in Kansas, and Superior, Neb., to points on the Midland Valley R. R., effective June 15.

**C. & A.** in Supplement No. 3 to A-1432 gives rates on grain products from St. Louis, Springfield, Peoria and Pekin to points in Illinois, Iowa, Minnesota, Missouri and Wisconsin, effective May 31.

**C., R. I. & P.** in Supplement No. 1 to 29329-E gives minimum weights on alfalfa meal, castor beans, alfalfa feed and other meals and oil cakes, effective June 1.

**C., R. I. & P.** in 27537-G gives joint and proportional rates on grain, seeds, and broom corn from stations in Illinois, Iowa, Kansas, Minnesota, Missouri and Nebraska, to eastern points, effective June 12.

**C. & A.** in Supplement No. 1 to A-1523 gives local, joint and proportional rates on grain, grain products, seeds, hay and straw between Chicago, Peoria, St. Louis, and points taking same rates, Rondout and Waukegan, Ill., and stations in Missouri and Hannibal, Mo., effective June 1.

**Ill. Cent.** in Supplement No. 14 to 1537-E gives a few changes in rates on grain, grain products, cottonseed products and seeds between stations in Illinois, Indiana and Wisconsin and stations in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri and Wisconsin, effective June 10.

**C., R. I. & P.** in No. 22000-G gives most comprehensively the local, joint and proportional rates on grain, grain products and seeds between Chicago, Moline, Peoria, Rock Island, Ill., Burlington, Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., and other stations and stations on C., R. I. & P. Ry. and connections in Illinois, Iowa, Minnesota, Missouri and South Dakota, including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Armourdale (Kansas City, Kas.), Atchison, Leavenworth, Kas., Albright, Omaha and South Omaha, Neb., effective June 1.

**C., R. I. & P.** in 10389-G quotes joint, local and proportional rates on grain, grain products and seeds between St. Louis, Mo., East St. Louis, Alton, Quincy, Ill., Hannibal, Mo., and stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, also Armourdale (Kansas City, Kas.), Atchison and Leavenworth, Kas.; also on grain and grain products from stations in Iowa, Minnesota and South Dakota to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., when destined Southeastern and Carolina territories, effective June 1.

### U. S. G. G. Developments.

Clifford Thorne has resigned the office of general counsel for the U. S. Grain Growers, Inc., and Fred S. Jackson, his former law partner, has been retained as general counsel. Mr. Thorne's resignation is said to be due to his having entered the campaign for the nomination to the United States Senate from Iowa.

The U. S. G. G., Inc., has given up three-fifths of the space, the entire 19th floor of the Mallers Bldg., at Chicago, which it had leased, and will hereafter occupy but 5,300 square feet.

The U. S. G. G. is endeavoring to increase its cash receipts, and now is said to have increased the number of its solicitors of memberships in the five states, Iowa, Nebraska, Indiana, Kansas and Minnesota, to 167.

Suckers who buy this blue sky must now do so with their eyes open.

### Insurance Notes.

THE UNDERWRITERS have notified proprietors of grain elevators and feed mills, thru the General Inspection Co., that a 10 per cent rate reduction would be allowed for the installation of improved sprinkler systems.

FIRE PREVENTION is getting attention in many lines of business. A conference on regulations affecting fire protection and hazard to life and property was held at New York May 22 and 23 by the American Petroleum Institute.

THE FIRE MARSHAL of South Dakota in a recent bulletin has some very sensible things to say about overinsurance. The problem of overinsurance is one that we have to deal with frequently. We find that there are stock companies that either thru ignorance or design pay no attention to the question of overinsurance. Policies are issued for an amount to cover what the assured or the agent THINKS the property is worth, not what its insurable value really is. A well known grain man said to us the other day, "Why don't you fellows do what the old-line companies do, give a man whatever insurance he is willing to pay for?" A case has just been brought to our attention where 50 per cent. overinsurance was taken on an elevator, and then after it burned, the loss was questioned on account of the overinsurance. This certainly is playing both ends against the middle with a vengeance.—*Our Paper.*

### Farmers National Grain Dealers Ass'n Meets.

Meeting at Omaha, Neb., May 10, the Farmers National Grain Dealers Ass'n re-elected J. W. Shorthill of Omaha sec'y.

Delegates intimated that suits might be started against the railroad companies to have the exorbitant rentals charged for elevator sites cut down.

The date of the annual meeting was changed from May to the second Tuesday in November each year.

S. J. Cottingham of Stanhope, Ia., was chosen pres., and John Gustafson of Windom, Minn., vice pres.

The convention refused to accept the sales plan of the United States Grain Growers, Inc., but authorized the executive board to continue conference on the subject with the grain growers. The subject was discussed extensively at a conference attended by C. H. Gustafson, pres., and Frank M. Meyers of Chicago, sec'y of the grain growers, but some delegates voiced strong opposition to the plan.

Altho the delegates failed to accept the wheat growers sales plan, Mr. Gustafson said he believed some progress had been made. The delegates were noncommittal, but some said that they believed nothing would come of the conference.

Why waste more time over a dead horse?

BREAD RATIONING has just been stopped in Austria, after having been in force for 7 years. Every consumer can buy bread where he will and the new prices are higher.

## Books Received

AMERICAN TRAVEL & HOTEL DIRECTORY is an annual reference work giving reliable information to travelers regarding the accommodations to be expected at all hotels from Bering Sea to Cape Horn, useful to commercial organizations, route managers and everyone who travels. All the hotels in each town are listed and in addition to the rate per day they are graded as to desirability into nine classes. Introductory to each state is a description of its points of interest, with a description of each city. The book gives the personnel of hotel managements, and the only list of clubs and the only list of restaurants ever published. This undertaking has been accomplished only with the aid of 2,500 correspondents. Cloth, 2,000 pages; the American Travel & Hotel Directory Co., price, \$10.

## Purchase and Sale Contracts

Is a double page form designed for recording contracts for the purchase and contracts for the sale of grain. Each kind of grain is entered on a page by itself so dealer may quickly total columns, and ascertain whether he is long or short.

The left hand pages are devoted to—Purchased; the column headings being: Date; From Whom; Bushels; Grade; Delivery; Price; By Whom Brought; How; and Remarks.

The right hand pages show—Sold, under which the following information is recorded; Date; To Whom; Bushels; Grade; Shipment; Price; By Whom Sold; How; and Remarks.

The book is well printed and ruled on linen ledger paper, size 8½x14 inches, and contains 80 double pages. Bound in full canvas and heavy board covers. Order Form 18 P & S. Price \$2.75.

Send all orders to

**GRAIN DEALERS JOURNAL**

315 S. La Salle St.

Chicago, Ill.

## AFFIDAVIT OF WEIGHT

This form is used to make a sworn statement of the amount of grain loaded into a car.

Fifty affidavits in duplicate are bound into a book, size 5¼x8½ inches, printed on bond paper, with manila duplicates and two sheets of carbon, well bound in press board. Originals are machine perforated so they may be easily torn out. Each blank contains the following information:

....., being duly sworn, on his oath, says that on the ..... day of ..... 192...., he, acting as agent for ..... at ..... in the State of ..... carefully and correctly weighed ..... draughts on ..... Hopper, ..... Automatic, ..... Wagon, ..... Track Scales amounting to ..... lbs. equal to ..... bushels of No. .... and loaded direct or thru bin to car No. .... Initial .... for shipment to Messrs ..... at ..... in the State of ..... and that said car was in ..... condition and properly sealed when delivered to the ..... Railroad; with space for notary public.

Order Form 7AW, weight ½ lb. Price 75 cents.

**GRAIN DEALERS JOURNAL**

309 So. LaSalle St.

Chicago, Ill.

## Shipping Notices Duplicating

are designed for use by grain country shippers in advising receivers of shipments, giving complete information regarding each car. The carbon copy remaining in the book gives shippers a ready reference for each load.

The form shows the grade, kind and weight of grain loaded into car—initial and number, with seal numbers, at ..... station on ..... date; billed shipper's order, notify ..... draft for \$ ..... made thru ..... bank of ..... to apply on sale of ..... bushels made .....

Printed on white bond originals, perforated so they may be easily removed without tearing, and yellow manila duplicates. Bound in books of 50 sets with heavy hinged pressboard tops and binders board bottoms, size 5½x8½ inches and supplied with two sheets of carbon. Order Form No. 3. S. N. Price 75c. Send all orders to

**GRAIN DEALERS JOURNAL**

315 So. La Salle St.,

Chicago, Ill.

## Grain Shippers

and in fact all grain men who are wide awake and on the alert to get onto all the ins and outs of the grain business, subscribe for and read the Grain Dealers Journal



## Tri-State Mutual Grain Dealers' Fire Insurance Company

LUVERNE, MINN.

Average return for 20 years, 50% of the Deposit Premium.  
Provisional and Short Term Grain Insurance.

We write Tornado Insurance. E. H. Moreland, Secretary

## Build to Get the Lowest Insurance Cost

If you are going to build, rebuild, or repair, give a thought to your insurance rate. A slight change in your plans may save you many dollars in the years to come.

The "Grain Dealers Mutual" is always at your service, as it has been for twenty years. Write or wire us at any time, and we will have a representative call.

C. R. McCOTTER  
Western Manager  
Omaha, Nebraska



C. A. McCOTTER  
Secretary  
Indianapolis, Ind.

FIRE EXPLOSION WINDSTORM AUTOMOBILE

## Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President Geo. A. WELLS, Secretary  
A Legal Reserve Mutual Fire Insurance Company

# UNIVERSAL Grain Code

Designed especially to reduce telegraph tolls, to prevent expensive errors and to protect the business of grain dealers and millers. Its 150 pages contain 14,910 code words and no two spelled near enough alike to cause an error. Includes Supplement of code words for the new Federal wheat, corn and oats grades.

Code is 4 5/8 x 7 inches, printed on policy bond, bound in black flexible leather. Price \$3.00.

You can greatly reduce your telegraph tolls by using the Universal. Try it.

**Grain Dealers Journal**  
309 So. La Salle St. Chicago, Ill.

A sudden increase in

# Fires from Hot Bearings

reported to

## The Mill Mutual Fire Insurance Companies

means

- that shafting is not being kept in line,
- that bearings are not being rebabbitted,
- that oiling is being neglected, or
- that a poor grade of oil is being used.

Fires are expensive, repairs and maintenance are comparatively inexpensive.

Mutual Fire Prevention Bureau  
230 East Ohio Street Chicago, Ill.

# THE DIXIE MILLER

## A Monthly Journal Devoted to Milling, Flour, Grain

Established 1893  
Subscription Price \$1.00 a Year

Sample copy furnished to interested parties upon request

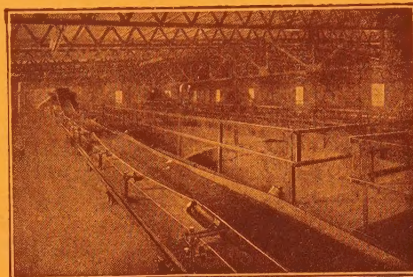
ATLANTA, GA.





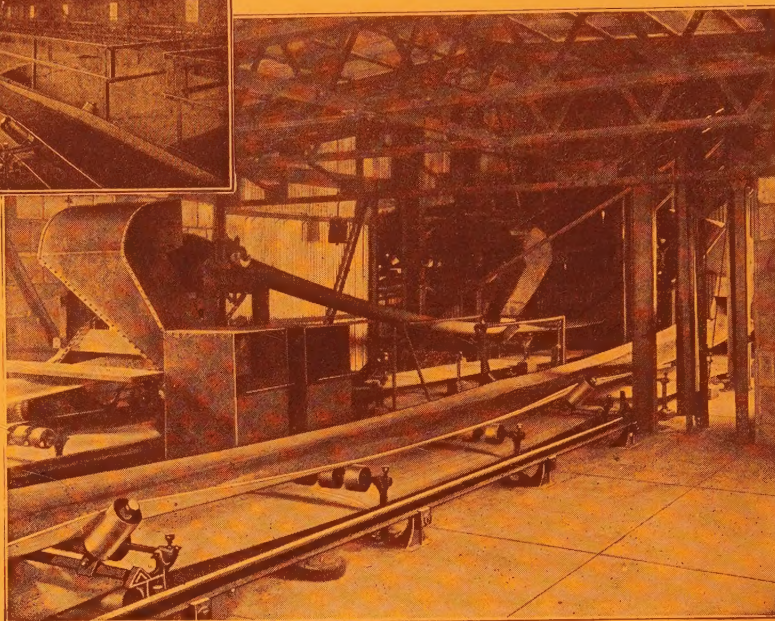
LONG LIFE  
AND LOW  
MAINTENANCE  
COST

# GRAIN HANDLING MACHINERY



The large number of elevators in which equipment bearing the Weller Made Trade Mark is to be found testifies to just one thing---that the equipment has proved its worth conclusively.

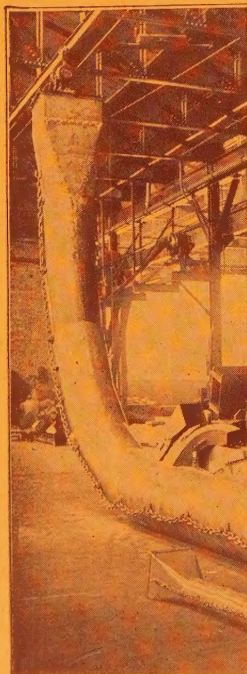
Weller made machinery is made by men who know its application and the conditions under which it is to operate. It proves its merit because quality is built into it.



## MEETS SEVEREST CONDITIONS

Your investment in grain handling equipment will pay dividends in proportion only to the service it gives so whether you have a large or small elevator you will save money by specifying for machinery that will last longest under the most severe conditions. Frequent shut downs and waiting for repairs dissipate your profits--Make yours pay--Install

## WELLER MADE MACHINERY



### *We Design and Make*

Apron Conveyors  
Belt Conveyors  
Drag Conveyors  
Pan Conveyors  
Mixing Conveyors  
Spiral Conveyors  
Trippers

Bucket Elevators  
Elevator Buckets  
Elevator Boots  
Elevator Casing  
Elevator Heads  
Track Hoppers  
Power Shovels

Elevator Spouts  
Loading Spouts  
Dock Spouts  
Chain  
Grain Cleaners  
Grain Driers  
Truck Dumps

Power Transmitting Machinery, etc.

*Catalogues showing equipment you are interested in  
Sent on Request*

## WELLER MFG. CO. CHICAGO

### *Sales Offices*

New York  
Cleveland

Boston  
Detroit

Baltimore  
San Francisco

Pittsburgh  
Salt Lake City